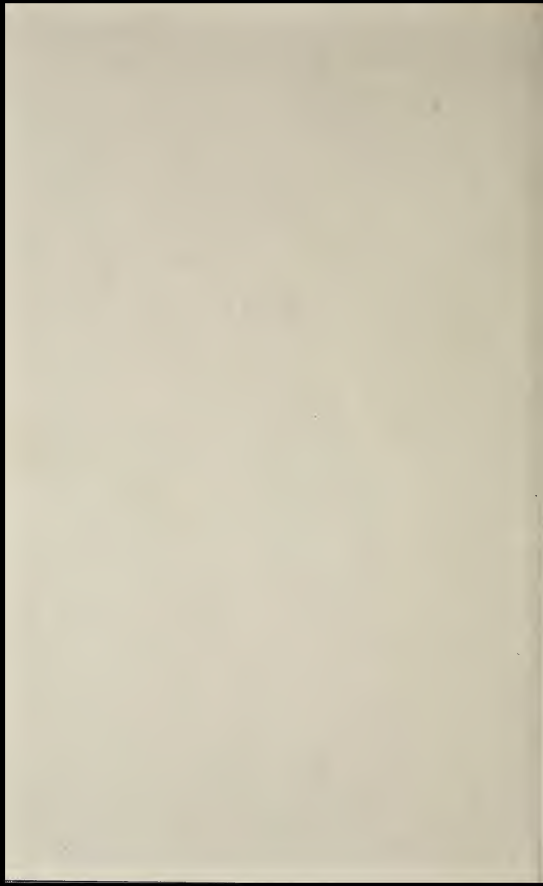


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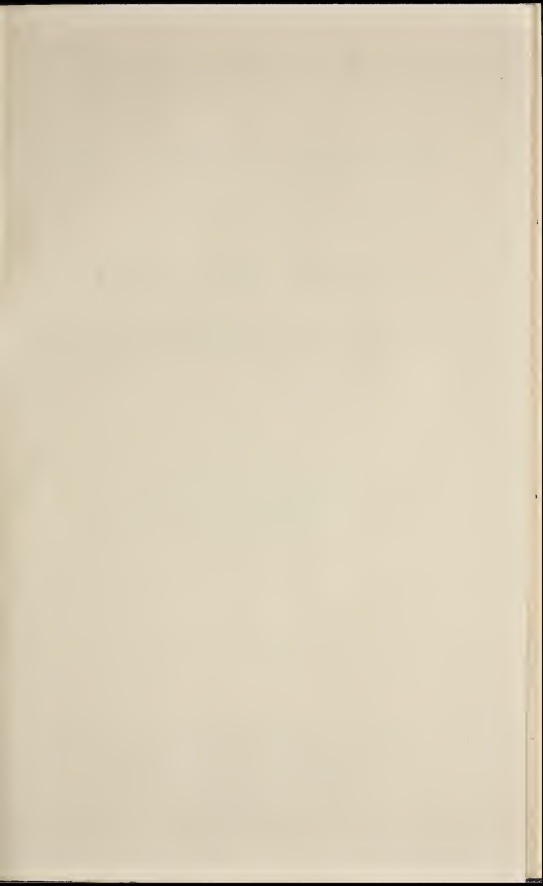














THE CATTLE-FIELDS

OF

THE FAR WEST:

THEIR PRESENT AND FUTURE.

BY

J. S. TAIT

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TO

The Hon. L. Moreau Watson,

WHO OF ALL THE EASTERN AMERICAN BANKERS HAD THE

EARLIEST AND MOST PROFOUND FAITH IN THE

FUTURE OF THE CATTLE TRADE ;

AND WHOSE NAME IS A HOUSEHOLD WORD THROUGHOUT

THE FAR WEST,

THIS BOOK IS DEDICATED

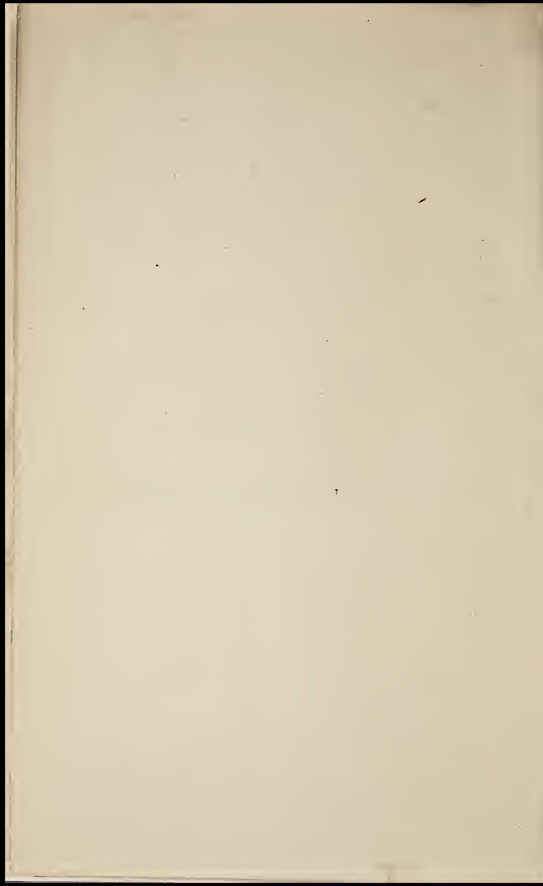
BY

THE AUTHOR.



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PREFACE.

TWO years ago it was proposed to the writer, by ex-Secretary Blaine, that they should proceed to Europe together to negotiate the sale of a property. Mr Blaine, while recapitulating the merits of the scheme, was requested to make a note of its various points. "I think not, it is not well to *overprove* our case," was his reply. "Listen, some years ago an Irishman came over here, and wishing one day to send a letter home, he begged his employer to write for him. 'Would your honour please say,' commenced Pat, 'that I have mate once a day.' 'Why, Pat,' said his master, 'you have meat three times a day at least.' 'Shure, sorr,' exclaimed Pat, 'I'm telling them more now than they'll belave.'"

Pat had the proverbial quickness of his countrymen, and grasped, at once, a substantial difficulty, namely, the trouble in conveying to foreign minds conditions of men and things, which their own experience gave them no aid to comprehend. The Senator for Maine, and candidate for the next Presidential vacancy, is one of the best *raconteurs* in existence, and the story loses much of its *verve* by lack of the *animal magnetism* for which he is so famous, but even in its enfeebled form it serves to point a moral. All advocates of American enterprise have, more or less, to contend against a suspicion of "tall talk" on the part of those unacquainted with the United States. With those, however, who are familiar with them, such notions of

exaggeration are entirely exploded, and foreigners who know the country most intimately are the first to acknowledge its great capabilities. Not unfrequently, indeed, does it happen that Englishmen of mature judgment and trained observation, accustomed to the congested channels of British enterprise on this side of the Atlantic, have burst into an enthusiasm over the wonderful and varied business opportunities afforded by the United States, such as has surprised the American, who from his earliest years has been acquainted with, and has consequently become accustomed to, the vast resources of his country. The writer does not expect to be so fortunate as to be able to introduce any new facts to such of his Scotch readers as have a practical experience of Western America; the utmost he hopes to do is to extricate from the entanglement of a confusion of totally distinct enterprises such as he considers suitable to investors in this country, and to present them for their just and impartial consideration. Much money has been made in this country through American investments, and some has been lost—the latter mainly, it might be said entirely, through a carelessness in selection arising from previous successes. To interest his readers the writer relies chiefly upon the recital of the advantages of the cheap and fertile lands of Western and South-Western America, and the cattle trade connected with them; and as no repetition can mar the immense advantages they offer for British capital, so no experience either in this country or America can impeach their value as an unrivalled field for sound and lucrative investment.

In the course of a prolonged crisis which commenced two and a half years ago, and is now happily beginning to pass away, American land and cattle may be said to be the only investments in that country which have not depreciated in value. On the contrary, indeed, while railways have shrunk 200 millions sterling in value, and other speculative properties have sunk proportionately, land and

cattle have not only held their own but have largely increased in value, and it is fully admitted that had the prosperity of 1881 continued these would have been at least 100 to 150 per cent. higher than they are at present.

This pamphlet has been to a considerable extent compiled from letters by the writer to the public press during the last four months, with such additions as he has considered necessary to weld the whole into pamphlet form. The statements in it have therefore passed the bar of public criticism, and, it may be added, without, in a single instance, being challenged. In reciting the advantages of the cattle business, he has not expected the public to accept his mere dictum, but has been careful only to mention such facts as can obtain prompt confirmation in this country; and, at the same time, the reader will perceive he has been fortunate enough to find ready to his hand in the columns of the English press the very strongest confirmation of his views. Although he is anxious to indicate the most approved method of rearing cattle, his desire is less to encumber the reader with the *modus operandi* of conducting that trade than to indicate and *substantiate* the existence of such a field for the investment of capital as will fully merit their weighty consideration.

In his judgment there are special grounds at the present moment for advancing the claims of the land and cattle business to public attention. America, as already stated, has been passing through a crisis (which, but for her marvellous growth in wealth, and the real soundness of her trade would have resulted in a panic), and prices are consequently low—very much lower indeed than they will ever be again in the case of the properties named. A considerable appreciation in general value may now be expected, and when the Presidential election is decided in November next, full rein will be given to commerce, and prices will go up by “leaps and bounds.”

The time is also the more opportune, because now the fallacies which have perverted the judgment of many English and Scotch investors as to this cattle trade have been finally swept away. A three years' experience of it on the part of Scotch companies has given a fair average of returns, and has demonstrated beyond doubt that notwithstanding considerable ignorance of the trade the returns are already such as no other legitimate business can rival, while the prospects of still increasing profits from grading up, from the rising value in the land, &c., are not only greater than they appeared to be three years ago, but seem almost limitless.

THE CATTLE-FIELDS OF THE FAR WEST.

THE cattle fields of Western America extend with slight interruption from Montana to Southern Texas, north and south, and from the Mississippi Valley to the Pacific Ocean, east and west. On the vast plains or prairies embraced in this area, cattle roam all the year round, foraging entirely for themselves, and with the expenditure of a minimum of care and outlay on the part of the owners.

Area of grazing belt.

The southern half of this pastoral belt may, broadly speaking, be termed the breeding section, while the northern embraces the fattening or steer ranges. The combination of a breeding range in California, Texas, Indian Territory, New Mexico, Colorado, or Kansas, with a fattening range in Wyoming, Nebraska, Dakota, or Montana, represents the *beau ideal* property of the most enlightened stock growers of the country. When a steer—or bullock—has attained its maximum volume in Texas or other similar latitude, it will, when driven to Wyoming, add from 200 to 300 pounds to its weight by grazing on the rich grain-like grasses of the more northern range. On the other hand, the milder climate of Texas will ensure 90 calves from each 100 cows against 60 in Wyoming.

Advantage of combining Breeding and Fattening Range.

Throughout the entire area alluded to the interests of the cattle owners are rigidly guarded by Stock Associations who represent the unwritten law of the country. Under their superintendence the annual round-ups are conducted, the cattle are brought back by united effort from their winter wanderings over a vast unfenced region, collected before each owner's eye, so that he may brand his calves, and later on extract his fat beeves, and anew locate his herd on his own range. The question of the ownership of the calf to be branded is easily decided by noting the brand of the cow it follows.

Stock Associations.

Vigilance of
Inspectors at
Markets.

Nor does the vigilance of the Stock Association end here. Their inspectors watch each cattle market; they have particulars of every registered brand, and if Brown of Dallas sends to market with his own beeves two animals bearing the brand of Smith of Fort Worth, the vigilant inspector secures the amount paid and remits it to Smith same evening, stating the circumstances. On the whole, the cattle business of the West, notwithstanding the immense space it covers, is conducted with probably as much security against theft, &c., as sheep farming in Scotland.

TENURE OF THE RANGE.

The various forms of tenure under which the stock-owner or corporation hold their pastures may be classified as follows:—

Tenure.

- (1.) Absolute title to the entire area.
- (2.) Title to water-fronts giving control over the adjacent dry lands, probably fifty-fold greater than the actual freehold held.
- (3.) Leases.
- (4.) Range rights.

Range Rights.

These last named consist of certain rights of pasture obtained by prior occupancy, and are recognised by the various Stock Associations of each district. Inasmuch as they involve no outlay for purchase or rental of lands they represent the most profitable conditions under which the cattle trade of the West, *pure and simple*, can be conducted for a limited period. By these "range rights," the cattlemen have become the wealthiest body of men in America.

A comparison
of profits in
Range Rights
v. Title.

Leases, titles to the water frontages, and absolute title to the entire area, represent, in their order, greater security, and consequently diminishing profits, so far as the cattle are concerned. At the same time it is well to mention in this connection that the annual growth in the value of such leases and freeholds far more than compensates for the smaller return from the cattle. Thus one could well afford to accept a somewhat smaller profit for the year from a herd of 10,000 cattle, if one knew that the 50,000 acres of purchased freehold which sustained them had increased largely in value within the same period. The annual interest of 5 per cent. on such an acreage would probably,

at the present time, represent £1250, whereas the yearly increase in value, at the moderate estimate of one dollar per acre per annum would represent a gain of £10,000, or a nett profit of £8750 for the year in favour of the freehold as against the range rights. The high value of similar land in California, and the immigration of cattlemen into Texas from that State, give a fair indication of the future value of Texas lands; and these, in their turn, give a clue to the probable increase in other pastoral lands East of the Rocky Mountains.

Future of Texas
Lands.

To the Western man, however, who superintends his own business, and whose nomadic instincts induce him to prefer a frontier life, range rights are exceptionally attractive. They stimulate his vigilance, they exact a certain care, and they involve no outlay beyond the price of his cattle, which, if he elect to sell his young beasts, return him an immediately convertible profit.

In the case of an English or Scotch Company, however, there can be no question as to which form of holding is the most desirable. Fixity of tenure ought to be their watchword; but this subject we will consider under the head of "The Permanency of Cattle Investments."

Fixity of
Tenure
recommended.

Range rights are good, and according to circumstances, are well worth 6d. and upwards per acre premium; leases are better, and are worth, according to length of term, and also to quality of land, from 1s. to 10s. per acre premium; titles to water fronts, as dominating the back lands, which ought, however, to be secured, are better still; and freehold title to the entire area is best of all. Before leaving this question of tenure, it is desirable the reader should *clearly* understand that the best guarantee of the "range rights" being upheld, is a full range. To claim more land than is utilised, is not only a waste, but it is a direct incitement to outsiders to "jump" the range. Everyone gives a wide berth to a fully stocked range: he does not wish his cattle to be starved.

Value of Range
Rights and
Leases.

A well-stocked
Range essential
in the case of
Range Rights.

PROFITS OF THE CATTLE BUSINESS.

Under the most onerous of the conditions named, and where the entire pasture has to be purchased at 10s. per acre, the profits of the Cattle Trade are quite beyond parallel. In the case of a good sized herd, they may be briefly indicated thus:—

A yearling high grade steer or bullock costing £3

would realise at the end of the fourth year, that is, within three years of its purchase, . . . £8 0 0

Less prime cost, . . . £3 0 0

Less cost of maintenance for 3 years (expenses all told), at 5s. per annum,* . . . 0 15 0

Less 3 years' interest on cost of 5 acres of good land, . . . 0 7 6

Less percentage of loss for 3 years at 5 per cent. per annum (a high estimate), . . . 0 17 6

5 0 0

Leaving a nett gain for the 3 years of, . . . £3 0 0

Profits where
entire Freehold
is held.

Equivalent to $33\frac{1}{3}$ per cent. per annum on the original outlay. To this must be added the growth in the value of the land (which it might certainly be expected would double in value in the same period), equal to a further $33\frac{1}{3}$ per cent. per annum, or $66\frac{1}{2}$ in all on the average of years.

Turning to the female cattle :—

A yearling high grade heifer costing £3 would, at the end of its seventh year, realise as a fattened cow, £6 0 0

And would have saved 4 calves, valued £2

each, . . . 8 0 0

£14 0 0

Less prime cost, . . . £3 0 0

Less cost of maintenance as above for 6 years at 5s. per annum, . . . 1 10 0

Less interest on land, 6 years, . . . 0 15 0

Less percentage of loss for 6 years at $7\frac{1}{2}$ per cent. per annum (a very high estimate), but the loss is somewhat greater in female cattle, . . . 2 9 6

7 14 6

Nett gain for 6 years, . . . £6 5 6

Equivalent to an annual dividend of $33\frac{1}{3}$ per cent. on original outlay, or, including growth in value of land as computed above, $66\frac{1}{2}$ per cent. for the year.

* 4s. would be more correct than 5s.; and the latter is only given as a round number, which renders the calculation more intelligible.

This is not the most lucrative aspect of the cattle question, but it is the simplest way of ascertaining the minimum of what a cattle investment will achieve where the herd is of sufficient size, and the land owned.

When the cattle are steadily graded up, still greater results will be attained; and where, in addition, the agricultural capabilities of the soil are utilised to winter-feed the fat steers intended for the early market, this business will readily pay from 50 to 60 per cent. per annum, *from the cattle alone*, in addition to the accumulating value in its land.

And these immense returns, it will be borne in mind, are reckoned on the entire capital, unrelieved by debentures, the issue of which would of course increase the dividend very materially.

In a recent issue the Special Commissioner of the *Scotsman*, writing from Texas, says—"No business in the country has paid so well, and is likely to continue doing so for some years, as stock raising. Instances are freely given, by residents, of men having accumulated fortunes in a year or two in this branch of business, and it is confidently calculated that, with ordinary care and attention, an increase should be attained, in three or four years, on an average sized herd, sufficient to give an annual percentage of 50 on the capital employed from the commencement."

"Scotsman" extract as to profits—50 per cent.

The *Times* says—"In well managed herds, 90 calves are obtained from every hundred cows and *heifers above two years old*.* Losses from accidents and disease are seldom allowed for, but probably do not exceed 5 per cent." As a matter of fact, the writer is now in treaty for the purchase of a property in Texas, where the owner asserts he has not lost more than one-half of 1 per cent. per annum of his cattle during the last four years, and he has agreed to count out his herd, and tally it with his books, in corroboration of his assertion.

"Times" extract as to calf crop—90 per cent.

The Hon. Moreton E. Post, Member of Congress, and banker, Cheyenne, informed the writer that Mr Searight of Wyoming had invested £30,000 in the cattle business of that territory in 1879, and having taken no money out of the business, nor, on the other hand, put any in since, the property in the fall of 1882 was worth £300,000. The latter valuation the writer knows to be correct, from having handled the property; and as Mr Post was Searight's banker, he may be relied upon as being correct with regard

Instances of private fortunes made in Cattle.

* See Appendix A.

to the amount originally put in. The owner confirmed the statement. Colonel Slaughter, President of the First National Bank of Dallas, Texas, considered one of the best authorities on the cattle trade in that State, has made a similar sum (£300,000) in the business, and he has not yet reached middle life.

Mr Charles Goodnight (Goodnight & Adair) the pioneer of the Panhandle, has made (without any original capital of his own) £120,000 in ten years. His partner, Mr Adair of Rathdairs, Ireland, a gentleman well known in this country, has put from £72,000 to £74,000 into the cattle business in Texas during the last 6 or 7 years, and has taken out from £12,000 to £14,000. The £60,000 representing the balance of his money left in, is now worth £600,000.

Many more striking instances of great wealth rapidly achieved in the stock-raising industry could be adduced; but, as already explained, the writer is careful to restrict himself to statements which can be readily investigated and confirmed. Messrs Post, Searight, Slaughter, Goodnight, and Adair may be surpassed in wealth by many of the cattle kings, but they have no superiors in standing and probity; and the facts quoted can quickly be tested by inquiry of any of the cattle salesmen of Chicago, St Louis, or Kansas City.

Great general
wealth of Cattle
Towns in the
West.

Nor is such prosperity at all abnormal in the cattle trade. Without a moment's hesitation, the writer could name at least two hundred men, with whom he is personally acquainted, who have achieved their twenty, fifty, one hundred, two hundred thousand pounds, and upwards, in this business—starting with nothing whatever of their own, and founding their fortunes originally on the permission granted by their employer to run a few cattle with the herd they managed for him. The cattle towns of America—or towns practically sustained by that industry—are, per head of population, the wealthiest in the world.

Prices
lately kept
stationary by
depression in
trade.

Such facts speak with no uncertain voice—they are clarion-tongued; and if, during the last two years, every cent of Eastern capital had not been engaged in stemming the downward rush of prices and values, the money of New York, Boston, and the East, (ignorant as those centres are of the cattle business,) would have been largely centred in this field of investment, and prices would to-day have been 150 per cent. higher than they are.

Englishmen must not suppose that because two or three ranges are sold here, the Americans are "clearing out,"

"standing from under," &c. On the contrary, it may safely be said that, throughout the vast empire of the West, almost the entire surplus wealth of the inhabitants is invested in cattle, bankers especially being extensively interested; *and there is not one man who is going out of the business.* Americans holding on.

The fortunes of the past have, for the most part, been made by men who had no real knowledge of good cattle; they had never seen high-class animals, as such are understood here; a Texas steer with immense horns—*et præterea nihil*—has been the foundation of their fortunes. *And such fortunes!*

The industry is therefore but in its infancy. It costs no more to rear a high-grade animal, worth 50 or 75 dollars, than it does one worth 25: in fact, it is the other way; the latter always "puts its meat into a bad skin," and it costs more to fatten a "scrub" beast than a well graded bullock. The industry in its infancy And if cattle-men have made fortunes while leaving half the resources at their disposal undeveloped, what may not be expected in a country like America from skilled management, accustomed in Scotland to combat with a niggardly soil and harsh climate, and to secure, by improving the breed, the maximum of weight and quality for the minimum of outlay?

And there are other causes operating to make this business even more remunerative than it has been in the past. The immense development of the railway system in the West, within the last three years, has effected a revolution in the cattle trade. The money which has hitherto gone into the pocket of the railway companies is now, thanks to adequate competition, turned back into the pockets of the stock-men, and to-day it costs considerably less to carry to market a bullock worth £10 than it cost three or four years ago to transport an animal worth half the money; so that, in relation to the value of the animal, the expense of getting it to market is not half what it was at the time when the cattle kings of the West made their money. Easier to rear a high-grade steer than a "scrub" animal.

Greater changes still are inevitable, and all of them will benefit the stockmen. The time is not far distant when the Eastern farmer will have to compete with the British for the supply of Store Cattle from these Western Ranges. Railway development and better grading of cattle decreasing expenses yearly.

The whole future of the trade is clear, and luminous with promise. Greater fortunes than those made in the past will be achieved by enlightened and energetic management, and without a shadow of hazard. The ultimate value Store Cattle for England.

Ultimate value
of Cattle on the
Range.

of stock on the range will be \$60 to \$70 per head; the present value is \$25 to \$35; and the cattle interest of the States at the latter price amounts to from 200 to 225 millions sterling. Surely the field is a large as well as a promising one!

Conditions of
success.

The sole conditions of success are—(1) The selection of a good range; (2) The purchase of the cattle by "Count;" (3) Careful grading up of the herd by the use of thoroughbred bulls; and (4) Intelligent supervision, with careful and economical management. Given these conditions, success is assured, and in no measured degree.

PERMANENCY OF THE CATTLE INVESTMENTS.

Stockmen's
preference for
Range Rights.

The British capitalists, individual or corporate, must decide, in entering upon this cattle business, whether they intend to regard it as a permanent investment or merely as a lucrative business opportunity to be followed with advantage for a few years, and then, the higher values having been reaped, to be displaced by some younger enterprise, affording the vigorous elasticity which is, at the present time, solely the prerogative of this live stock trade. It is in the latter light that many of the Western stockmen regard it. A great proportion of these have "risen from the ranks;" have, in fact, sprung from cowboys to be millionaires. While their shrewdness is proverbial, they are one of the most short-sighted races on the face of the earth—on the principle, one is forced to believe, that "none are so blind as those who won't see." There is nothing permanent about them. They will hold on to the cattle business, more or less, by range rights, until the last moment, meeting every argument with the remark—"If we can get our lands for nothing, surely every year of free grazing is just so much in our pockets. Why, then, should we be such fools as to buy our lands." The future beyond a certain point is nothing to *them*. They have achieved wealth—nay, considering the extent of their efforts, it would be more correct to say, they have had wealth thrust upon them; and the end is not yet. Within the scope of their desires, their vision is clear; they can see that, by waiting for two or three years longer, the price of cattle will at least double in value, and then they will sell out and leave the business. In fact their character may be summed up thus—They buy and sell with acuteness and

judgment, and they are not averse to waiting a short time for a great prospective gain. Beyond that they will not go. Their education and nomadic life are altogether opposed to the idea of a settled investment, and they quite fail to see the wisdom of hoarding up money for their children where they have any.

Not so, however, with those Western bankers and capitalists who now control so large and increasing a proportion of the cattle interest. Their city experience has taught them the benefit of permanent investments, and the advisability of consolidating their position in time, and ensuring a continuance of the great profits of the cattle business by securing their pastures, instead of pinning their faith entirely to "range rights."

Western
bankers
securing their
pastures,

But even the American banker fails to fully grasp the importance of absolute title, and he compromises the matter either by buying up only the water-fronts, or by securing a lease—both wise steps, but only to be regarded as preliminary to obtaining the ownership of the entire range. No doubt it is with open eyes that he elects to accept a portion of the risk of tenure of his brother stockman, and in order that he may hold himself the more free to embrace any of those business opportunities which the Far West is continually originating. In other words, the western speculator, accustomed to great returns, may not care to sink himself too irretrievably in the cattle business, however profitable it may be, lest some other chance of still greater promise should come along and he be unable to seize it.

by purchasing
water-fronts,
or obtaining
Leases.

The writer does not of course mean to infer that all or even the bulk of the cattlemen are so short-sighted; on the contrary, a very large number of them have, especially during the last 18 months, sold a proportion of their cattle to enable them to buy controlling portions of their ranges; but on the whole, the life on the range involves isolation from society, and even in "off" periods the residence in frontier towns, where comfort is conspicuous by its absence, has a good deal of hardship in it; and in the result probably no one looks forward with more eagerness to the time when he can retire from business and enjoy the pleasures of civilised life, from which he has been so long debarred, as the Western stockman who has built up his fortune from nothing. It is questionable if any visions of future wealth would tie him down to that or any other business indefinitely.

Still many
Cattlemen are
buying the
controlling
portions of
their Range.

Where the freehold of the entire range has been secured

Where
Freehold
secured no
limit to
duration of
business.

Possession of
water-fronts
should be used
to make terms
with owners of
rear lands.

Advantages
of fenced
pasture.

Owners of rear,
or dry, lands
likely to give
trouble in time.

there is no limit to the period during which the cattle trade may be carried on, and with an ever increasing profit, as high class animals, which mature earlier and attain to greater weight, succeed to the various existing grades of Texan and native cattle.

The ownership of water fronts confers what, in some localities, has an appearance of being an absolute and lasting control over the unwatered lands in the rear. This idea, however, is liable to mislead people. No doubt, where coupled with a well-stocked range, such ownership will, for a time, keep off trespassers, but, as a general rule, and more particularly in the south, the writer would strongly urge upon the possessors of such lands to utilise at once the immense advantages which the freehold of these frontages give them in buying up the back lands while they can be had, if they want to avoid all future trouble. This would enable them to fence their lands. Their herds would then be removed from all contact with inferior animals, grading up would proceed much more rapidly, and, as a consequence, the nett profits would soon be greater than ever, notwithstanding the larger capital entailed by the purchase of the lands.

The present outlay would be but trifling, and the prospective gain would be enormous. The proportion of dry lands (*i.e.*, lands having no frontage to streams or rivers) in Western America is, of course, vastly greater than the mere area of river fronts. The owners of these preponderating back lands (largely Government property), it may be anticipated will not always remain indifferent, and, indeed, it is already spoken of as not impossible that the legislature may eventually authorise the construction of roads which will give the possessors of the dry lands access to the water through the river fronts belonging to others. If such ever happens the owner of the back lands will be very slightly handicapped indeed. River fronts mean a strip of freehold along the stream, a few acres in width—no great distance for cattle to travel from the back lands. But these considerations are really beside the question if the owner of such lands is resolved to utilise his property. Assuming that river fronts are owned by some one else, he brings the matter to a swift solution by putting say 5000 animals on his range. Either, then, his cattle are allowed access to the river by his neighbour or are fenced out. In the latter event, the owner of the front is a veritable "dog in the manger," since his thin strip of land, for which a high price has been paid, will never remunerate him by maintaining a

paying herd. Still he may elect to play that *rôle*, in which case it will be bad for the other stockmen as well as for himself. Up to the present time, and probably for two or three years to come, the owner of the "dry" lands has been and will be quiescent, but his land is yearly improving in value, and he is a most important factor in future calculations. It must be remembered that if the owner of water can fence him out, so he, as the owner, can fence in the great bulk of the pasture. Reciprocal advantages will no doubt largely prevail between the two, and there is no man less likely than the American stock grower to allow any personal feeling to mar his own interests; still, THE great point to be borne in mind by English and Scotch investors, to whom the writer solely addresses himself, is this, the acquirement of water fronts must not be regarded as meaning fixity of tenure over the whole range, but must be considered entirely as a means to an end, which is the purchase of the back lands on favourable terms, while yet no act of the legislature has conferred further rights upon their owners.

Water-fronts a means to an end—the purchase of land behind them.

The prompt purchase of river fronts is strongly recommended to all British companies, as calculated to have a very material effect in keeping down the price of the back lands, since, in such circumstances, the market for them is reduced to one purchaser, who may, therefore, have things a good deal his own way.

If fronts owned there is only one purchaser for the dry lands.

With regard to the purchase of water fronts, wherever a strong probability of an ultimate conversion to agriculture exists, the price will be materially affected by it. Since, for every dollar which land yields under pasture, it will nett from ten to fifty under agriculture.

Back lands, not farther than two or three miles from permanent water, if the pasture is good, and of such quality that 5 acres will maintain an animal in good condition all the year round (that is without any food beyond its own grazing), are certainly well worth, in their capacity for earning large returns, from 10s. to 15s. per acre. In the majority of the cattle States and Territories they may be had for a good deal less. In Texas, however, which may be considered the representative cattle State, the law fixes the *minimum price* for the University lands (recently offered for sale for the first time), at \$2 per acre for "dry" lands, and \$3 for "watered" lands.* This indicates a marvellously rapid rise in the value of land in that State, and a very proper appreciation of its value by the legislature. The

Rapid rise in value of Texas Lands. Minimum price of "dry" and "watered" lands.

* See Appendix B.

corresponding secretary of the Texas Live Stock and Wool Growers' Association said, in a recent contribution to the *Live Stock Journal and Fancier's Gazette*—"Indeed there is every reason to believe that land now held in Texas at 8s. to 12s. and 16s. to 24s. per acre, will, within the next 5 to 10 years, quadruple in value; even then they will be comparatively cheap, and not too high to interfere with the profitable handling on them of live stock."

Texas Land likely to quadruple in value within five or ten years.

Two classes of public lands.

The public lands of the United States are divided into two classes—those contiguous to railways, and alternating section by section with their lands; and the residue outside the radius of the railway grants. The latter are of course less costly to purchase.

Various methods in which land can be acquired.

In buying other than railroad lands, grants, or private titles, the intending purchaser can secure the land in a variety of ways. He can purchase at the Government sales, or he can subsequently buy, at \$1.25 per acre, those offered at such but not sold. Next he may "pre-empt" 160 acres, *i.e.*, give notice that he is going to take it up, and receive patents at the end of either six or thirty months by paying a similar price of \$1.25. Or he can occupy 160 acres under the Homestead Law, and having actually lived on this quarter section for 5 years, secure title, paying only fees. Then there is the "Desert Lands Act," under which he can take up from 40 to 640 acres, having first obtained the proper confirmation that the land comes within that category, and having undertaken to bring water on to it. There is a probability of this act being materially altered, if not actually repealed, during the present session.

"Desert Lands Act" not the best, in consequence of the obligations it entails.

As it stands at present it is not the best under which to purchase water fronts, since, in order to secure the latter, it would be necessary to run an irrigating ditch parallel to the river, and so near to it as to be useless, in order to fulfil the conditions of the Act. And it may not be very easy to persuade the authorities that even the rear portions of river sections come under the head of desert or unwatered lands.

The obligation to run the ditch raises this point too; if care is not taken beforehand, it may turn out that the owners of the land down stream have already in the aggregate secured, for irrigating purposes, the right to every inch of water of the river's capacity, in which case the buyer in question would be prevented tapping the river, and he would be compelled to fulfil the conditions of the Act from other sources.

Among the other ways of purchasing may be mentioned various forms of scrip, such as "Soldiers' Additional Home-

steads" (gift to soldiers of the war), "Louisiana," "Sioux Half-breed," etc. These scrips vary in price from \$5 to \$15 per acre; but they have this immense advantage, they enable the holder to go and take up the land wherever he pleases, (from the unsold sections,) and without any responsibilities. Thus, if he selects a river which he desires to control, he can string his title in 40-acre patches down its centre, touching all the way, so that his section of 640 acres will give him 6 miles frontage on *both sides* of the river.

The purchase of certain "scrip" a good way to acquire title.

Considerable agitation having occurred from time to time in this country with respect to alien ownership of United States lands, the writer thought it might tend to allay anxiety if he had his own views on the subject fortified by the opinion of General E. A. Merritt, who is not only Consul-General of the United States, but an eminent lawyer as well. The following is his reply—

Opinion of General Merritt, U.S. Consul-General.

"CONSULATE-GENERAL OF THE UNITED STATES OF AMERICA,
11 ABCHURCH LANE, KING WILLIAM STREET,
LONDON, 30th January 1884.

"To Messrs TAIT, DENMAN & Co.,
5 Queen Street, Edinburgh.

"GENTLEMEN,—In reply to your favour of the 28th instant, I beg to enclose to you a cutting from *The Times* (London), which fully answers your query as to aliens holding lands in the different states and territories of the United States. You will note that in nearly all the states and territories the rights of aliens and citizens are identical in regard to these matters. I am certain, however, that should the difficulty to which you refer by any possibility arise, it might be avoided in the way you suggest, *i.e.* by vesting the title in a trust company. The Union Trust Company of New York stands very high as one of the best in the country.—I am, Gentlemen, yours truly,

The rights of aliens and citizens identical in nearly all States.

Where title must be held in United States, American Trust Companies eligible.

(Signed) "E. A. MERRITT, *Consul-General.*"

Enclosed cutting from London *Times* of 20th August 1883:—

"ENGLISH PROPRIETORS OF AMERICAN LANDS.

"TO THE EDITOR OF 'THE TIMES.'

"SIR,—Referring to the discussion in *The Times* raised by a letter of J. Broomhall, J.P., in your issue of the 13th inst., calling in question the ability of aliens to acquire and transmit by descent lands in the United States, I beg to

Opinion expressed by Mr Broomhall, M.P., likely to give a false and mischievous impression.

Laws improved much during last twenty years, and former restrictions almost a dead letter.

States and Territories where citizens and aliens on similar footing.

say as an American lawyer, that his statement that 'citizenship or residence is a *sine quâ non* to the legal enjoyment and inheritance of land in some, if not all, of the States,' is likely to give a false and mischievous impression, and that it is true only in a qualified way of a very few of the States whose laws are exceptions to the general rule that no distinction is known between native born citizens and aliens in the holding or transmission of such property. Within the last twenty years legislative enactments have done away with the restrictions of the common law in this respect in nearly all the States, and in the few where they are still maintained they are almost a dead letter as far as enforcement is concerned. In this connection I have lately examined the laws of the various States and territories, and I have found as a result, with the slight exceptions below noted that citizens and aliens are on the same footing in Alabama, Arkansas, California, Colorado, Dakota, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, North Carolina, Ohio, Oregon, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas, Utah, Vermont, Virginia, West Virginia, Washington Territory, and Wisconsin. California and Utah require simply a non-resident alien to whom an inheritance falls to claim it within five years. This is merely a reasonable statute of limitation. Nevada prohibits a subject of China from owning real estate. Pennsylvania limits the right of purchase in an alien to 5000 acres, but he may hold without limit real estate by devise or descent. This is the only State in the Union, as far as I am aware, that limits the amount of land purchasable by law. In Vermont it was stated in the case of 'The State v. Boston,' C. and M. R. R. Co., that while no laws prohibit aliens enjoying real estate, and while the power of escheat may still exist, *strictissimi juris*, yet it has always remained dormant, notwithstanding the frequent occasions for its legitimate exercise. In other words, the common law, although unrepealed, is a dead letter in practice. The Indiana Statute of 1881 provides that any non-resident alien may acquire, &c., real estate as though he were a citizen; but the time during which he may thus hold, sell, alienate, and convey expires in eight years after final settlement of the deceased's estate from which it was derived. A resident alien is in all respects in the same position as a citizen, and it may generally be remarked in passing that

in States in which restrictive laws are in force the resident has superior rights to the non-resident alien.

A resident alien has superior rights to the non-resident alien in the few States in which restrictive laws are in force.

"In the undermentioned States and Territories the following is found to be the state of the law:—Connecticut—Aliens residing in the United States and natives of France can hold and transmit land. Other aliens are restricted to lands for mining and quarrying only. No doubt exists that a treaty negotiated with a foreign Power by the President can abrogate restrictive State land laws in regard to aliens, and this curious exception in favour of the French has probably been incorporated in the State laws of Connecticut in deference to some treaty. Space will not permit me to show the effect of two early Anglo-American treaties on the same subject. Delaware and Kentucky draw the line at resident aliens who have declared their intention to become citizens. New York, which has always been the most progressive in law reform, strangely holds to the doubtful blessings of the common law, although many slight modifications have been made by statute. A declaration to become a citizen is still necessary to make a legal devise of lands. Up to 1881 the Territories of Arizona, Idaho, and Montana, seem to have enacted no laws upon the subject, but the practice is undoubtedly in conformity with all the Western States in granting the fullest power to the alien.

"The quotations of your correspondent from the United States Land Office Reports refer to public lands under peculiar circumstances, and this subject ought not to be confounded with the ordinary purchase and transmission of lands generally, of which I have spoken above. It is too well known to require remarks that sections of lands of 160 acres of mining claims 1500 feet by 600 feet may be acquired by fulfilling certain pre-requisites of residence, improvement, and development under the Homestead, Pre-emption, Tree Planting, and Mining Acts. But it must be borne in mind that these tracts of lands are in no sense purchased from the Government, but are presented by the Government as a gift. The law acts as an incentive to actual and permanent settlers, and the Government wisely and justly insists in return that the recipient of the gift shall owe lawful allegiance to the giver. At the same time there is no United States law forbidding the purchase of these public lands, or mining claims after being patented, and there is no restriction upon the number of acres than can be purchased.

Lands available under certain Acts for the encouragement of settlers are not SOLD by Government, but PRESENTED AS A GIFT, and subject to the fulfilment of certain conditions.

"In conclusion, I beg to emphasize the fact that there

are but few States which still maintain the illiberal policy of the common law against aliens, and that even in these the statutes are more honoured in the breach than in the observance.—I am, Sir, your obedient Servant,

“EDMUND J. MOFFAT, U.S.,
“*Deputy Consul-General.*”

“11 Abchurch Lane, E.C., *August 17.*”

Leases good for a time, but more profitable to the Lessor.

Leases as insuring firm tenure of the pasture for a term, and conferring the indisputable right to fence, are highly valuable, but unless the lessee has the option of ultimate purchase the time will come when the corporation or individual must “step out” of the business. These are all points to be well considered. Much money can be made out of a ten years’ lease, in Texas, New Mexico, or Indian Territory, but the greater gain is to the lessor. His land pays him meantime, and comes back into his hands ten years hence improved in every respect, and of incalculably greater value. Who can tell what teeming millions may not surround his property then, adding enormously to its value?

Great importance of immediate purchase of lands.

At the risk of reiteration the writer would impress upon the investors in such properties that in no other condition of commercial life is it so necessary to bear in mind the fable of the Sybil with her decreasing volumes and enhancing prices, as it is in dealing with questions hinging upon the occupation and possession of land in Western America. For good lands which were offered at 50 cents. per acre three years ago, \$2 were demanded last year, and buyers are now glad to close at \$3, with many of the best pieces picked out. And “if it is thus in the green wood, what will it be in the dry?” If an increase of 600 per cent. is gained in three years, while America has been suffering from a prolonged depression in trade which has driven other values down to the lowest figures, what may not be expected when trade recovers?

The former

GROUNDLESS FEARS OF OVERPRODUCTION

as a result of the direction of large amounts of capital to this business, may now be said to have disappeared from the breast of even the gloomiest pessimist. During the past two years the writer has travelled upwards of 70,000 miles, through the pastoral districts of America in his

connection with this cattle business, and has been continually in contact with all the leading stockmen of the States. He is, in addition, acquainted with upwards of 200 bankers identified with this industry, and both in their judgment, in that of the stockmen, and in his own, the American cattle trade can never be overdone. Already, before the advancing emigrant, the grazing area, although still of huge magnitude, is narrowing down, and those great breeding States, Texas, Kansas, and Colorado are being considerably entrenched upon by the settler. The cattle centre of the grass beef States is now in Wyoming, Montana, Dakota, and Western Nebraska, which may be regarded—the first especially—as probably the only permanent pastoral regions of the Union.

Cattle Trade cannot be overdone.

Its area decreasing.

Within a very few years the majority of the watered lands in Texas will be converted to agriculture, and sold at immensely increased prices.

The present annual return of the best of these watered lands may be said to be from one to two dollars' worth of beef per acre, and this will be increased at least twenty-fold the moment those rich sub-tropical lands can be used for agriculture. Probably the *ranchero* who owns the river fronts will not object, after making a fortune by cattle, to sell his land for ten or twenty times its original cost, and to go out of the business.

Increase in value of land when converted to agriculture.

The fear of overproduction disappears in the face of actual facts. According to the census of 1880, the cattle in the United States numbered 40 millions, including, say 20 million males. The annual supply of steer or bullock meat from such a number, computed at 500 pounds of dressed beef per animal, would be 2500 million pounds, or, say, a little more than 41 pounds of beef per head of the population in the United States, now estimated at 60 millions. The yearly sale of old cows fattened for the markets, might swell the meat production to 50 pounds per inhabitant. That, however, is the maximum. While statistics inform us that the consumption of beef in the States is at least 100 pounds per head of population.

Cattle Statistics showing supply decreasing.

The unavoidable inference is that America is consuming the entire natural increase of her herds, as well as her steer beeves.

The prediction may be hazarded that the time is not far distant when America will be importing beef from Australia. Certain it is her own plains, vast though they be, will not supply her rapidly growing population in per-

America unable in time to supply her own wants.

petuity. In such circumstances there is little fear of over-production, or of a fall in prices.

The writer communicated the above views to the *Economist* twelve months ago; a month later Mr Albert Pell, M.P., one of the most prominent members of H.M. Commission on Agriculture, returning from the Western States, said to a *Tribune* reporter:—"I perceive a great change since I was here three years ago; I see no old cattle now. You have eaten up all your four and five year olds, and, in order to keep up your supply you will need to breed animals which mature at two and a half instead of four years." In a recent article the *Daily Telegraph* says: "There can be little doubt that human beings have long had a tendency to multiply at a greater rate than the flocks and herds upon which they principally feed . . . in the United States the population has grown far more rapidly than live stock . . . it is startling to be told that, while there are 1300 or 1400 millions of human beings upon the face of the globe, the supply of horned cattle, including wild and domestic animals, does not exceed 250 million head, while the stock of sheep is smaller still. It is a fortunate thing for the hungry meat-consumers of the United Kingdom and the United States that so large a portion of the globe should be peopled with inhabitants who are content to live upon rice and farinaceous food."

Mr Pell, M.P., corroborates.

"Daily Telegraph" notes growing deficiency of Stock in America.

"Daily Telegraph"—other capitalists tempted by enormous profits.

Coupled with these remarks, and as a necessary corollary to them, the *Telegraph* adds, "during the last three or four years an immense amount of capital has been invested in American ranches, and the enormous profits yielded by the business, when well conducted, will doubtless tempt other capitalists to follow suit."

This question of supply embraces also a consideration of the reliability of the markets. Various properties, incapable of enumeration, float their wealth to markets which vary with the hour, and which between their ebb and flow of high and low tide are indeed "unstable as water." Unlike these, good cattle, in prime condition, may always be relied upon to secure a high price; they have, like virgin gold, their standard of value from which they fluctuate very little in ordinary years. Granted condition and quality the value remains steady, or gradually improves with the lessening supply, and the tendency of growing centralisation to equalise prices over the entire world.

Steadiness of meat markets.

The individual whose small capital renders it obligatory upon him to superintend his own business may deem it hard, at first, to find the pleasures of life restricted to beef,

tobacco, and coffee, but the solid merits of such a diet when one is compelled to "shun delights and lead laborious days" will soon be apparent, and he will, if he has the requisite "grit," come out of the ordeal as much improved in health as he is richer in pocket.

The Returns of four of the Cattle Companies just published enable one to judge of the investment as a field for corporate enterprise, and it must be remembered that 1883 was a bad year; the winter of 1882 was prolonged beyond ordinary limits, the grass was of poor quality, and the winter of 1883 was unduly early—all very telling points where the cattle forage for themselves and are not supplied with food. The figures speak for themselves, and it is perhaps unnecessary to state that the growth of herd which is incapable of realisation under three or four years is equivalent to at least 25 per cent. per annum, in addition to the cash dividends. The latter are:—

Arkansas Valley Co.	10% in cash	} In addition to increase in number and value of herd.
Western Land & Cattle Co. . .	15% "	
Prairie Co.	20½% "	
The Texas Land & Cattle Co. } (including Underwood's share)	15% "	

Cattle Companies' returns for 1884.

Three of the balance-sheets are available at time of writing—The Western Land and Cattle, The Prairie, and The Texas Land and Cattle Companies.

The first shows (1) a dividend of 15 per cent. on ordinary shares; (2) an amount carried forward equal to a farther 8 per cent.; and (3), an increase of 27 per cent. in the value of the herd, or, less the amount carried forward, a total of 42 per cent. profit for the year.

The Prairie Company, while it only divides 20½ per cent. for the year, earns 25 per cent., and at the termination of its third year shows a gain of £322,995 in the value of its property over cost price.

The Texas Land and Cattle Company, if its stock were valued at current rates, would show even more remarkable increase in the value of its assets.*

Such growth in value cannot be assessed at less than 25 per cent. per annum, in addition to the enormous dividends already divided. The returns, it will be recollected, are those of a "bad" year. And at the risk of appearing guilty of repetition, we would again call attention to the fact that but for the tremendous depression in the United States the

* See Appendices B. & C.

growth in the value of the assets of these and all other similar companies would have been immeasurably greater.

There is also another point to be remembered. In every cattle property purchased in this country the herd has been bought by the books, or "range delivery." Now it is placed beyond all doubt by the universal voice of the stock country that such a method of purchase means, in the great majority of instances, a material deficiency in the number handed over. This deficiency arises not from any dishonest intention on the part of the vendor, but generally from great carelessness in managing the business, and from want of proper control of the herd.

Colonel Hughes (banker, and President of the Continental Cattle Company, owning about 120,000 cattle), who has purchased more cattle properties than probably any man living, informed the writer that his experience fixed the shortage at a very considerable figure.

It is only by absolutely declining to do business on any other footing that stock-owners can be induced to sell by actual count of head.

Companies which count their herd a year or two after purchase and THEN find all their number there, and even more, must not advance that fact as evidence that all the cattle they purchased originally were received; they may have been, it is impossible to say, but the natural increase will adjust any possible deficiency short of actual fraud in twelve or eighteen months.

So that to the high dividends and rapidly growing value in assets of all the British Cattle Companies have to be added the value of any shortage, which they may have in addition made up.

The dividend-earning capacity of such cattle companies, it will thus be apparent, expands still further the more closely it is scrutinised; and favourable as the past returns have been, they were obtained under adverse conditions, and must be greatly exceeded in the future.

An Explanation of the Causes which bring good high paying Cattle Investments to this country, and when they may be considered safe.

Many gentlemen in England and Scotland have, from time to time, applied to the writer to have certain points in connection with this business cleared up, and as he imagines their questions may be considered as typical of

Range
delivery means
shortage in
numbers.

Any existing
shortages made
up as well as
large dividends
paid.

the uncertainty of the general public, he will be glad to have an opportunity of answering them. The difficulties are usually fourfold, and may be defined as follows:—

(1.) If cattle properties are so remunerative and so safe, why is it that they are not taken up in New York or other Eastern cities? Doubts which ordinarily occur to intending investors.

(2.) If they pay so well, why does the owner sell?

(3.) What would the attitude of the United States Government (or, in the case of Texas, which controls its own lands, the State Government) be towards alien cattle corporations holding lands or grazing privileges in the event of a rupture between the two countries? and

(4.) Is not the United States Government simply biding its time, and allowing large capital to be sunk in the business on the tacit understanding of free grazing on the public domain, in order eventually to impose a rental or such a tax as should over-handicap the trade?

It is to be regretted that these points have not usually been met so promptly as they are put, all the more so since any one conversant with the facts could have answered them at once.

Replying to the points *seriatim*, the writer would say:—

(1.) British corporations *own less than 2 per cent.* of the cattle of America, and less than *one ten-thousandth part* of its grazing area. This reply, properly understood, answers all the four objections expressed, since they are uniformly based upon the erroneous impression that Great Britain has, if not a preponderating, at least a relatively large interest in this cattle business. Further, New York, Boston, and the Eastern cities of America are already more largely interested pecuniarily in the cattle trade of the West than England, and this is the best tribute it is possible to pay to the merits of the business.* New York, every one knows, is essentially a mercantile and, at the same time, speculative city. Where its people do not handle their own capital, they favour only investments subject, for the most part, to violent fluctuations in price, and capable of Stock Exchange manipulation. Mining, telegraph, railway, and all transit enterprise generally, are understood in the Eastern cities with the grasp of genius, and any properties of the kind passing through their hands to English capitalists may fairly be looked at askance, either as to price or merit; but if there is one subject upon which the Eastern American is entirely ignorant, it is cattle and the trade identified with them. New York is divided from the cattle fields of her country by just the distance which separates

Reply to enquiry why such remunerative properties are not bought in New York.

* See Appendix D.

New York holds a greater stake in Cattle than this country.

Explanation of why an occasional owner sells.

Edinburgh from the Ural Mountains, and is not accustomed, like this country, to snatch large profit from remote fields. Scotland, on the other hand, has not only trained pastoral experience and taste which have become almost hereditary, but for many years she has gleaned large revenues from cattle ventures in her far distant colonies. The wonder is not, therefore, that New York investors, distant 2000 miles from this cattle business, and removed still more absolutely by an utter want of sympathy with so homely an industry, should hold so moderate an interest as only to outbalance England; but that they should hold any interest in it at all, and that an essentially pastoral country like Scotland, which understands the subject so well, and has what America, although possessing some large millionaires, has not, vast accumulated and inherited wealth, should not hold a still greater stake.

(2.) With regard to this point as to why such remunerative properties are for sale, the writer would say:—(a) Small ranche properties *never are offered* in this country; (b) large ones, incapable of division, are from time to time to be had, because the capital they demand, when from various causes they come to be sold, is sometimes beyond Western available means, since there all money is already actively engaged in one enterprise or another, each paying well. There are no funds lying idle in their banks. Instead of good properties of this kind going begging *en masse*, as is usually supposed, there is now scarcely a stockman of *standing* who would give an option on his cattle for a term sufficiently long to enable an English negotiation to be carried through. Of all the American cattle properties in existence, probably less than one-thousandth part is open to sale even at home, and this from causes which operate equally on this side of the Atlantic—such as dissolution of partnerships, distribution of property resulting from death, or a natural desire to use the wealth earned on the plains to educate the family in the cities, and to obtain before too late some of the pleasures of civilised society, to which a remote and self-sacrificing life has entitled the owner. (d) Stockmen, too, have of late been compelled to invest in land to secure at least their water fronts. This means more capital and smaller immediate returns on their investment, and does not suit them so long as there remain in remoter districts fresh pastures where they can graze without taking up the lands. Every year they graze solely on range rights is just so much in their pockets; so they sell their cattle at perhaps \$25 or \$28 per head, and their land at its improved

value, and proceed to utilise their ready cash, experience, and opportunity (taking, if need be, a year's travelling to do it) to put a fresh herd, bought probably at \$23 per head from innumerable points, on to their new pasture. If their original herd was of good quality and counted out, the transaction could hardly fail to be at least as satisfactory to the vendee as to the vendor.

(3.) As to this point, it can only be said that such considerations do not affect commercial relations: the right of sanctuary for an alien's property is admitted by every civilised State in the world. No country of standing can afford now to menace, or permit to be injured, the property of an alien. Would the British Government condescend to confiscate the residence of an American citizen in Park Lane? No. Then, why should a great country like America be suspected of such a course—to put itself beyond the pale of civilised countries for the gain of a million or two, or for the purpose of harassing a few traders? If countries are to make war on the individual, the sooner England calls in her hundred of millions sunk in foreign securities the better. As to the possibilities of war, they are not worth considering; they are so remote. Interests are too interwoven, the genuine sympathy and mutual esteem are too great, to be disturbed by the irresponsible chatter of mischievous people. A war between America and this country proper would, like a fight between a whale and a lion, have to be adjourned *sine die* for want of a possible battlefield.

Reply to enquiry as to what the attitude of America would be in the event of a war.

(4.) This country's relative stake in the business, as already pointed out, is so small that for every British shareholder's interest damaged by any such adverse action of the Government, fully fifty actual cattle owners would lose their occupation or be ruined. The loss in such an *impossible* contingency would be fiftyfold to the American—their interests are identical and inseparable. But the stockowner of the West has not left it to Great Britain to take care of him in this matter. In the cattle districts of America the electors are the cattlemen themselves or traders depending upon this great industry. The Members of Congress, Delegates, and Senators elected represent the stockmen, and are simply sent forward to guard their interests. To all intents and purposes *these constitute the Government*. No imperial policy will ever be so ill-directed as to attempt by aimless measures to harass a trade whose region is an empire in area, and where the stockmen, banded together by associa-

Reply to a supposed suspicion of the U.S. Government's motives in allowing free grazing.

tions, and in everything acting like one man, carry all before them. The *Scotsman* Commissioner says:—"At all events we may be certain that nothing will be permitted to interfere with the development of the cattle business, now the largest and most important, in Northern Texas." And the same may be said of every cattle district. Time, and the further progress of civilisation, will in the remote future, no doubt, bring changes, but not before the march of events has well prepared us for them, and rendered them welcome to us. Nothing can be done hurriedly in connection with the cattle interests—their area is so great that if every English company were by any utterly impossible combination of circumstances turned off their grazing grounds to-morrow, their cattle could graze at will, and without even established range rights, for probably two years to come, only the expense of herding would be greater. The idea appears to exist in some minds that in Texas (say) cattle could be turned off their range as out of a stone-walled field, and left to starve in a lane? Texas is nearly two and a half times larger than Great Britain and Ireland, is strictly a pastoral country, is practically without fences; what then about starving cattle?

Free grazing
for two years
to come, even
if present
holdings
endangered;
a most
improbable
contingency.

Best for Texas
as things are at
present.

Were Texas to wrest her lands from stockmen it would take 10,000 men to keep them clear, and, alternated as their sections are, it would cost the State infinitely *more to fence her lands than they are worth*. There and elsewhere in their districts the stockmen are the men who have redeemed the waste places of their country; they are, moreover, invariably a source of wealth to a country. Policy and necessity demand and ensure not only their support but their protection by the Government, and in every advantage the British cattle corporations share with them to the fullest extent.

GENERAL REMARKS ON THE CATTLE TRADE.

Cattle fat in
winter on the
Range.

"Early in March I found the cattle actually fat; they had been out all winter, without shelter or hay, and the frost was still on the ground. I am now speaking of the country north of Denver towards the Black Hills." So wrote Mr. W. A. Bell, Fellow of the Royal Geographical and Ethnological Societies, in his "New Tracks of North America," published in 1869. This statement of a comparatively northern region has been for the most part sub-

stantiated by the experience of every subsequent year, and if the lesson it contains is properly digested it will serve to a clearer apprehension of the cattle business of the far West. It means simply this, that, in the fall of the year, after the fat cattle have been sent to market, the bulk of the cow-boys are discharged, and the cattle are left to take care of themselves with only the slightest supervision. This oversight extends no farther than a gentle endeavour on the part of the cow-boys or line-riders to keep their cattle from scattering too much, to lend such little aid as may be in their power, and to see that no serious encroachment is made on their territory by others. Beyond this and the erection of such additional fences and corrals as may be needful, and possibly the winter-feeding of some of the bulls on hay grown in the meadows, the cares of the cow-boy at that season of the year are light. The beasts fend for themselves, and are well content to do so when the feed is good (in many instances the grass of the winter pasture is husbanded during the summer and fall) and there is an abundance of water and shelter. Where the pasture is plentiful and well-cured, which latter it invariably is in a dry Western climate, the hardy steer is just as well circumstanced as his stall-fed brother ox in England. It is an axiom out West that no severity of weather can kill the properly acclimatised steer which goes into the winter in good condition. The losses which are made in hard seasons arise principally from calves born in winter, when violent storms or intense cold sometimes kills the calf and even the cow. This applies more especially, indeed almost exclusively, to northern or steer ranges, where cows or calves ought not to be. Another cause of loss in the past could be traced to a glaring indifference on the part of some few stockmen to every principle of common sense. In the great annual cattle drives from the Southern breeding States to fill up the ranges in the North, it has happened that Southern and Western Texas cattle accustomed to a very mild and warm climate have been driven on the track to Montana in one season, arriving there late in the fall, and on the edge of the early northern winter. The distance is as great as between Italy and Norway, and the difference in climate is equally wide.

Driven daily for months on the Northern trail, on which the herbage for a great proportion of the way has already been eaten and trampled down by the passage of probably one or two hundred thousand animals, arriving at their destination footsore and out of all condition, with no chance of becoming used to the very different pasture, or properly

Cow-boy's
duties in
winter.

Animals take
care of
themselves,
and as well off
as stall-fed
oxen.

Prolonged and
ill-advised
drives
injurious.

acclimatised before the winter is on them, it is not to be wondered that one hears of severe and prolonged snow storms killing 10 or even 20 per cent. of a herd so unhappily placed. It speaks volumes for the natural and physical qualities of the animals that *any* survive such suicidal management on the part of their owner. There is no necessity for such shortsighted and disastrous cruelty. There are plenty of "half-way houses" or ranges where, with greater profit to the stockmen, they could winter these trail cattle until the spring.

Great advantages of a natural herd accustomed to its Range, etc.

Care required in regard to Trail Cattle on a strange Range.

Good Trail Cattle in fat condition will endure the winter.

Perhaps, after indicating such a source of loss, the reader will appreciate the immense advantage in purchasing, when practicable, a herd of natural growth—one also which has grown up on the range over which it feeds—and which has, therefore, both in itself, and through past generations, become adapted to its present soil and climate. This, it will be apparent, can only be done, to any great extent, in the South; in the Northern or beef States and territories, however well-graded up the herds may be, it is necessary, in almost every case, to replenish the numbers by cattle driven from the South, and when buying a Northern property, it is to the trail element (or Texas cattle driven on to the range) that special attention should be given. For, as to the herd proper, the purchaser can easily enough satisfy himself, both by his own inspection and by the reputation which it possesses. If all the trail cattle have been wintered on the northern range, the purchaser need only satisfy himself as to the quality and number of the cattle; but if they have been driven on that year, he must bear in mind they are not acclimatised, and that should the winter prove severe, they will suffer a great deal more than the other animals. Therefore the price of those additions to the herd ought to be fixed on a different basis to the value of the original cattle. Not only will they be, for the most part, inferior in grade, but an allowance must be made for the probable loss in the winter. Well-graded Texas cattle, however, arriving in the North during the summer or early fall, in good condition, and fattening up before the cold weather sets in, may face even a severe winter with comparatively little risk. Allusion was made just now to a herd of natural growth (that is, one which has not been added to) located for a number of years on one range. Such a herd, springing originally from Texas cows, but judiciously graded up by the use of bulls of the best class—Durham, Hereford, or Shorthorn—provides the most desirable animals now available for supplementing the Northern

ranges. The continued and exclusive use of these northern bulls fortifies the young cattle against the more searching rigours of the North, and, so to speak, adapts them beforehand for the change in climate and food. Such animals should be kept on their own range for two years, then placed on the trail in good condition, and driven North judiciously, and by easy stages; their departure so timed that they arrive on their new pasture with a good interval in hand in which to put plenty flesh on their bones before the first snows are due. With such animals, properly handled, no stockman need have any anxiety for the winter, and if they are kept on the Northern grass for two seasons, and sold as four-year-olds, they ought to be well worth, on the average, \$45 nett on the range.

Graded Texans
the best Cattle
for Northern
Ranges.

The difference in distance between the breeding and fattening ranges varies quite 1000 miles. Thus, from Southern Texas to Montana, 1400 miles in a bee-line; from the Panhandle to Southern Nebraska, 400 miles. The latter is an easy summer's drive; the former is, or ought to be, quite an impossible one for a single season.

The drives from
Breeding to
Fattening
Ranges.

"A righteous man regardeth the life of his beast," and it is pleasant to note the good example set by Scottish cattle companies in America in this respect. Mr Bell was very much surprised to find the cattle fat "early in March," and probably most people in this country would have shared his surprise. The end of February and beginning of March represent the worst period in the entire year. Then, if ever, it might be expected that cattle "rustling" for themselves would be in poor condition; every degree of the winter's cold has been endured; the strain on the animal's constitution has reached its utmost tension; and, in a week or two, will begin rapidly to relax with the growth of the fresh young grass.

It must, however, be difficult of understanding in a cold *damp* climate like that of Great Britain, how, in a temperature of equal and greater rigour, especially in Wyoming, Nebraska, etc., so far as the thermometer shows, cattle can survive the winter without artificial food when home animals require so much care and attention in addition to great outlay for winter nourishment. The reason for this extraordinary difference must be looked for—1st, In the dryness of the cold, which, to a very great extent, neutralises its effects; 2nd, In the hardihood of the cattle, derived hereditarily from animals accustomed for long generations, like the buffalo, to subsist by their own efforts the year through; and, 3rd, In the dry, grain-like character of the grass—a

The dryness of
climate in the
West; the
hardihood of
the Cattle and
the wonderful
grass neutralise
all severity of
climate and
season.

very essence in itself. This cured grass, or standing hay, is the direct result of the long dry summer. Unbleached by the rain, for none has fallen since it ripened, with its sap unshed by the knife, it retains all its original, as well as its accumulated vitality. As it spreads before the gaze in Wyoming or Nebraska, like an endless unbroken sea of golden wheat, bounded only by the horizon, one does not need the testimony of the innumerable herds of antelopes, of the clouds of birds, or even, here and there, of an occasional band of wild horses, which have overcome their terrible terror of civilisation to feed in their old pastures, to be able to grasp the priceless value of such waving fields of grain-laden grass—grass considered by practical cattlemen to be worth five times its weight in hay cut from the same pasture earlier in the year. The Hon. Moreton E. Post, banker and Member of Congress, Cheyenne, Wyoming, wrote, under date of 12th October 1882 :—"The grasses are the gramma, buffalo, wild hay or oats, and a multitude of other valuable varieties ; while, for additional winter feed there is the far-famed white sage in great profusion. It is impossible to over-estimate the value of these wonderful grasses. When cured on the ground by the long dry summer, they are infinitely superior in nutritive quality to the finest hay ; in fact it is computed that one ton of such food is equal to five times that amount of cut hay." Speaking of horses, Mr Post then goes on to say—"These animals, bred on the prairie, and inured to open-air life in all seasons, without shelter or grain, are not only much hardier and more enduring, but they retain their vitality to a much older age than those reared on a more heating diet and under different conditions. *The mares will breed until past 25 years of age.*"

The rich
quality of the
grasses
in the North.

The healthy
bracing
atmosphere
prevents every
opening for
disease.

The clear bracing exhilarating atmosphere adds, no doubt, considerably to the extreme healthiness of range life. A strong continuous breeze sweeps those high grazing plains. Carcasses of dead animals emit no smell, but if left undisturbed by the Coyotes (a small wolf) gradually dry up. Meat killed for ranch use is hung on a ladder about 20 feet distant from the ground to be out of reach of the flies, and remains free from taint the year round in the open air.

In support of Mr Post's statement as to the endurance and hardihood of horses reared in the bracing prairie air and rich pasture, the writer desires to quote an experience of his own in Nebraska. Sixteen months ago, at a quarter past eight in the morning, accompanied by Mr Dennis

Sheedy, he started from the Chimney Rock Ranch of the latter, on the north fork of the Platte River, to drive over his extensive range. The mode of conveyance was the universal American "Buggy" and pair, and the horses had been reared entirely on the standing grass referred to. Thirteen hours later—at 9.15 P.M.—they reached home without change of horses. The latter showed no signs of fatigue, and yet they had travelled just 100 miles, and at least half of the journey had been made across prairie, and without any sign of a road of any kind. Nor could the writer perceive any indication of exhaustion or leg-weariness in the animals the following morning. This reminiscence awakes another recollection of that day—an unusual experience even to old stockmen—viz.: the sight of 20,000 cattle gathered voluntarily together (not rounded up) within a space of three or four miles. Probably Abraham's eyes never rested on a fairer vision on the plains of Mamre. The day was marvellously clear and breezy, the broad Platte, studded by small islands of rank vegetation, and dotted by innumerable islets of sand, travelled slowly onwards. Across the river, and back from it some distance, ran a long chain of fortifications cast in heroic mould—nature's own work; they seemed a succession of Vauban's masterpieces built by Cyclopean hands, and rose blue, broad topped and battlemented against the clear sky, descending to earth sheer, with nothing whatever of the mountain slope about them. Marvellous structures, but eminently useful as well as stately, they afforded splendid shelter from the winter's storm. On two small tributaries of the Platte some little distance apart, the great herd of cattle sleek and contented lazily wandered, or lay chewing their cud, or drank, under the faithful and attentive care of 500 bulls of "high degree;" and their owner seemed very satisfied it should be so. "You see even if I neglect my business the bull looks after my interests." This reminded us a good deal of a remark in a charming work on cattle by Mr Hays, junior. "It may fairly be asked, where else in the world, and in what other known way, can a man sit down and see his possessions increase before his eyes with so little exertion involved on his part."

An instance of endurance, the result of feeding off the natural Western grasses.

Showing how the Stockman may neglect his business and yet prosper.

The writer has been familiar for many years with the cattle districts from Southern Texas to Montana, and he questions if the whole history of the cattle business, and the explanation of its success were ever so clearly unrolled like a panorama before the gaze of two men, as on that day to

Dennis Sheedy and the writer. Like the gathering of the swallows before migration these cattle had come together, a sort of family meeting, before finally leaving in different directions for their winter quarters in the reaches of the mountains. With the first indication of a change in the weather, of which the faintest sign would be promptly perceived by them, they would make straight for the best shelter and pasture. The writer has frequently thought since, that if those in this country who depreciate or distrust cattle investments could have seen and read with trained unprejudiced eyes the picture spread out that day on the plains of Nebraska, it would have done more than whole tomes of literature to secure their warmest appreciation of the business. Every merit of it lay there conspicuous, and every disadvantage of the system, as at present conducted, was equally apparent.

An illustration
of life in the
herd.

Animal
instinct.

Calves born at
unfavourable
seasons—bad
management.

Two miles from that great herd, in utter solitude, they came upon a cow standing over its calf, newly born; within thirty minutes of its birth the cow would have the calf on its legs prepared to begin life's battle. The cow had travelled thus far from the herd in order that its young and helpless calf when born might not be trampled upon by the other animals. So much for instinct, but it is a pity that in consequence of the bulls running with the cows at all seasons, a proportion of the calves should be born in October, November, and even December; both mother and calf are sadly handicapped during the winter already on them. Then, again, the sight of so many magnificent fat steers (the market was adverse, and a large proportion of the beeves had been turned back on to the range) of high quality was "a sight for sair een." The small head and shortening horn; the level back and heavy quarters, and the vast weight, which in numerous cases would have turned the scale at 1400 and even some at 1600 pounds, showed how successful the continued grading up had been. Occasionally with these wandered the Texan of same age, whose long horns and general build proclaimed him unregenerate. Better here than on his native plains he was, nevertheless, under precisely similar conditions, at least 400 pounds short of the weight of the improved steer.

And here another fault of the existing system came under notice, viz., the running of fat steers in the same pasture with the cows. This may not be very easily avoided without the expense of fencing in, &c., although in some cases the steers are kept in separate pastures, and in many the cow-boys do what they can daily to keep the

bulk of them at a distance. Still the latter course is only a little less harmful, since to harry a fat bullock is to reduce its weight. The proper, and no doubt the future, course will be to restrict the steers to fenced enclosures. Since if they are kept in bunches by themselves in the open without any cows, they wander off in search of them instead of accepting the inevitable as they do in a fenced enclosure.

Evils of promiscuous grazing.

No doubt in the case in point the evil of such companionship was accentuated by the unusual proportion of heavy steers on the range, but the result was this :—These latter harrassed the cows with their unwelcome attentions, resisting and even cheerfully giving battle to the young bulls, which, as the most active and valuable animals on the range, ought certainly not to be subjected to such "obstruction." A fat steer weighs from 300 to 400 pounds more than a young bull, and at the fag end of the season when the latter is in poorest condition the steer is in his prime. To be obliged to whip several of such weighty beasts every day in pitched battles is at that time of the year a great strain on the younger animals. The entire system of this promiscuous grazing is bad. *1st.* For the cows; they are persecuted by the steers and kept needlessly on the move; *2nd.*, for the bulls; and *3rd.*, for the steers themselves, which would fatten much more rapidly if removed from all excitement. As things are at present the effect on the calf-crop must be—and is—bad.

Bad alike for steers, bulls, cows, and calf-crop.

These remarks, it will be understood, apply to the Northern ranges. It is a generally accepted fact that the sooner the bulls, fat steers, and the balance of the herd are kept in three separate enclosures for certain seasons of the year, it will be to the greater gain of the owner. The calf-crop will be larger and will fall in within the summer months, and both cows and steers will attain better condition.

Separate enclosures preferable.

On this same range vast meadows were enclosed close to the river. These were used for hay in the early summer, and that and the pasture were preserved for the winter use of the bulls.

Before leaving the subject of the rich Northern plains we would add it is easy of comprehension why the Indians gave up possession so reluctantly. There is scarcely a rood of land in Nebraska which is not stained with white and red blood. Foot by foot the Indian retreated across the plains slaying and being slain; fighting, one must confess, with some feeling of sympathy, no less for his inseparable

Why the Indian went so reluctantly.

friend the buffalo, than for himself. Their existence is co-terminous; and as the Indian is exterminated or expelled the buffalo dies out or departs with him.

Although every creek and canyon of the cattle regions of America bears some terrible record of *how* the red man went, still these vast plains are entirely free from them now, and have been for years; and in far distant Arizona alone does the fierce Apache keep up the feud, and that only spasmodically. Looking at the wonderful construction of the mountains, rocks, &c., the finest natural defences imaginable, one cannot but pay a tribute to the valour of those hardy pioneers who eventually drove from them so fierce, so vigilant, and so implacable an enemy. "The Indian is the most graceful and the most cruel animal God ever made." Such was the opinion expressed to the writer by Col. Denman, who had known them for thirty years, and who as Chief-Superintendent of the North-Western division of Indians, controlling such notorious chiefs as "Sitting Bull" and "Spotted Tail," knew more of them than probably any man living. This is a digression, but the writer would mention as an experience of his own, he has known a great many men who spent a number of years fighting these Indians, and he never met with one who spoke boastingly of his exploits or slightingly of the enemy; on the contrary one might almost say that even at this lapse of time they speak "with bated breath," so wearing to the nerve and courage of the very bravest men was the constant strain peculiar to Indian warfare.

Passing down the valley of Sweetwater in Wyoming two years ago with an "old timer," a misquit fire was lit at mid-day to heat the post-prandial coffee. "Six years ago this fire would have lost us our scalps inside of three hours," was his cheerful comment. This "Indian talk" may not have been quite useless if it serves to impress upon British investors that the best cattle lands of America are virgin soil; that though the Indian is gone as absolutely as if he had never been, it is only a very few years since he disappeared; and that therefore cattle enterprises do not come to this country as exhausted properties, but, on the contrary, properties with the bloom on, and with all their huge capacity unimpaired, and only awaiting development.

In Western American towns the British traveller of middle age will find two predominant impressions in his mind:—(1.) The lack of home comfort as understood in England, and connected for the most part with an open fireplace, a blazing coal, and a pleasant book in the even-

An incident.

Cattle properties come fresh and unexhausted to British investors.

ing; or a cheerful and prolonged dinner with the accompaniment of a bottle of good claret. (2.) The extreme quietness of the people. The latter is quite remarkable, and is accentuated by their slow deliberate manner of speaking. The coal is anthracite and does not flame, and it is enclosed in a stove; and both the wine and the book are to say the least unusual. A newspaper and cigar on the piazza will, however, be found in a week or two to have great and compensating charms for those whose habits are not irretrievably formed. Cigars and coffee become more and more life's great consolations as one goes farther West. Pipes are unknown. This diet it is admitted, has nothing very exhilarating in it; its tendency on the contrary is rather to promote reflection and observation. Nature, however, asserts her right to elevate and cheer the mind and brace the body; and in those high breezy healthy altitudes she exercises her prerogative in a way that leaves Cluquot tame and still.

Life enjoyable, but not after the manner of English home ideas.

Even so far West as Chicago and St Louis the traveller will mark the absence of all liquor at table in the great hotels. Indeed, the writer has dined at the Grand Pacific Hotel in the former city daily for a fortnight, without seeing in the *aggregate* half a dozen bottles of wine during the period. Surely something to say in favour of the people's habits, when it is recollected that the number of those at table is so large as to require the constant attendance of one hundred and fifty black waiters. The notion in this country that Americans make up for abstinence at table by "nipping" in saloons is a great mistake. There are saloons of course, and they are supported; but they are not frequented to one-twentieth part of the extent they are in the large cities of this country. And the writer speaks as a Scotchman.

In the central cities Temperance conspicuous.

Chicago, where the first great throb of the cattle business of the far West is felt, would have an excuse for excess if any city had. The climate is extreme, the business pace is terrific, and the consequent wear and tear to the system is great. What is not generally known is that the average age of the business men now in Chicago is actually under thirty years. Senator Blaine terms it "this wonderful city of young men."

Chicago, youthful, busy, wonderful.

As one goes farther West the absence of all drinking becomes even more conspicuous, until, in the cattle districts, it may be said to cease altogether. Occasionally it happens that a cowboy who has been exiled on his ranch for months, becomes over-convivial when he meets his town friends, and

The Far West entirely abstemious.

the fault is not uncommon, even in this country, among shepherds coming into town on fair-days, after being long isolated in the hills.

The rough and desperate frontier element of society entirely gone.

In the early mining days, when the desperadoes of the world flocked to the gold fields, rowdyism was rampant, and human life in a frontier town then counted for little, and really was assessed at its correct value when its quality was considered. In Texas, also, things were bad enough for two or three years after the close of the war, when the State was over-run by guerilla bands of desperate men, the usual dregs of a civil conflict. But their existence was of short duration, and they soon died out, or were killed. Life and property are now every whit as safe in any part of Texas, and in the other cattle states, as in England. Of Galveston, Texas, the *Scotsman's* commissioner wrote two months ago:—"Unexpectedly enough, I found Galveston one of the most peaceful and orderly towns I had ever seen. The police system is good, and rigidly carried out. Carrying of weapons is strictly forbidden, drunkenness is promptly suppressed and punished, and the social evil, so wofully patent in our large towns, is here, though I believe largely existent, at least carefully, and I think beneficially, excluded from public view."

"Scotsman's" Commissioner's views.

When it occurs to the reader that Galveston is situate in the same parallel as Cairo, he will probably share the commissioner's surprise at its "moral tone," more particularly when contrasted with the temptations to youth in British cities, which have the additional responsibility of 20 degrees of cooler latitude. The same gentleman goes on to say:—"The stories one hears about the wild cowboy and his freaks are mostly mythical; cowboys do get on a spree and run amuck once in a while, but not in the settled parts, and, generally speaking, they are a very harmless part of the community. Drunkenness is very rare—at least to me it seemed so, and I watched for it curiously. Education is exceptionally well provided for. There are few amusements, but plenty of churches."

Says—"cowboy's freaks mostly mythical; drunkenness very rare."

ADVANTAGES OF THIS INVESTMENT FROM AN ENGLISH POINT OF VIEW.

(1.) Absolute safety. A prominent financial paper says of cattle properties, "It is quite clear they pay better than anything else in the average, even in the case of Anglo-

American companies in this country; while in America they claim for the business that it has made more millionaires and immeasurably fewer failures than any other in existence. With cattle counted out and range secured, every element of speculation or uncertainty is for ever removed from the business, intrinsically one of the best, and probably the very best, which comes to our shores."

Cattle
Properties
unrivalled.

With ordinary care the risks of the business are far less than in this country, where cattle are pampered until they appear to have lost every natural instinct; this may be necessary, we do not say, but the keen intelligence of the Western animal "rustling" for itself—"fighting for its own hand," is a marvellous auxiliary to the stockman who desires to keep down his expenses. This subject has already been considered in "General Remarks." Disease is unknown in the bracing air and high altitudes of the Northern ranges; while the same may be said of the Southern States. The dry air of the West is a wonderful specific against disease of every kind. Captain Machell of Newmarket—no mean authority on horse-treatment—has frequently expressed to the writer his opinion that the dry air of Wyoming would even cure the disease called "roaring" in horses, or at all events prevent its transmission to the animal's offspring.

No risks;

No disease.

Captain
Machell's
opinion of
what Wyoming
air will do.

Certainly if England wishes to procure sound meat for her markets, free from every trace of fever and disease, the Government would do well to re-consider the advisability of the restrictions now imposed on American live Store Stock.

Western
America the
proper source
of supply for
Store Cattle
for England.

The Texas fever, of which one occasionally hears in that State, is an insignificant ailment which the female animal of low grade occasionally originates in a bull of exceptionally good blood, and is the result of injudicious crossing. Grading up must not be done too rapidly.

As has been already pointed out, no small feature in the business *in the hands of a strong corporation* is its imperviousness to panics. During such crises—from which no section of the universe is free, although the country invariably suffers less than the company—all the Directors need do is to hold their hands; to let the cattle remain on the range, adding from \$8 to \$12 and upwards to their value yearly until the black days pass; then, the company has the satisfaction of knowing that its market, affecting as it does the very necessities of life, will be the first to recover itself. More than that; during such periods the bankers

The Cattle
business
impervious to
panics.

Panics yield to this business opportunities of profit.

Incapable of being affected by American Exchange influences.

Not yet understood in this country.

The Cattle trade must be allowed to stand on its own merits entirely, and not be confused with other enterprises.

Cattle shares not properly estimated yet.

The business is young and capable of great development.

"shut down" on their borrowers, a large class among the cattlemen, for if the latter can borrow at 12 or 15 per cent. and make 50, it may safely be said they will borrow just as much as they can (and trade up to the hilt); and in this pressure there must arise great opportunity to a strong company for acquiring cattle and land at low figures.

(2.) The investment is altogether beyond the influence of American Stock Exchanges; and without any element of speculation.

(3.) It is as yet imperfectly understood in this country; else why should investments of the kind paying 20 per cent. in cash (and in addition earning a still greater return in increase) loiter at 60 per cent. premium?

The misfortunes attending other forms of American enterprise must not be visited upon the cattle business. The latter investment, disentangled from every association, and standing entirely on its own merits, is the soundest and steadiest of which we have any knowledge. As such, every subsequent 8 per cent. of dividend it pays in cash ought to ensure an increase of 100 per cent. in the value of its shares, and there can be no manner of doubt that this will be so in time.

Where, on the other hand, a cattle company limits its cash dividend to 10 per cent., and where this is cleared entirely from the sale of the fat cattle of a herd of natural growth, such company is earning by the numerical increase in its animals a bonus of, at the very least, 100 per cent., payable, if desired, within four years of the company's formation. If the shares of such a company are not worth 100 per cent. premium on payment of a dividend of 10 per cent. at the close of the first year (and within three years of the bonus referred to), the writer has yet to learn the rudiments of finance.

(4.) The business is still in its infancy, and to those who, like Scotchmen, understand the rearing of cattle it will yield, so soon as the initial difficulties arising from totally different conditions of soil and climate have been mastered, infinitely greater returns than it has ever done in the past to the Americans themselves. But there are strong rivals in the field. When men like Jay Gould, Rufus Hutch, and Franklyn (Cunard Company) direct their gaze towards such very unspeculative investments, and invest huge sums therein, outsiders may well begin to think they see some special merit in the business. These men cannot *speculate* in cattle; they invest, they

seek a haven ; and since they are bell-weatheres in financial enterprise, crowds will soon follow.

With regard to its suitability as

AN INVESTMENT FOR BRITISH CAPITAL

the merits of the stock business may be briefly summed up as follows :—

Summary advantages.

(1.) It is beyond the influence of American Stock Exchange manipulation ; it is an industry well known in this country ; and it is less subject than any other to the influence of panic.

(2.) The exceedingly low price at which cattle properties now stand in the States, in consequence of the fall in the values of securities generally during the last two years, render the present a favourable time for purchase. Until twelve months ago cattle rose steadily in value ; since then they have improved but slowly, and no wonder, since the state of trade has been such that every other form of American investment, with the exception of land, has sunk enormously in value. Indeed, it is computed that in railways alone the loss by shrinkage has been equal to \$1,000,000,000. Therefore, it speaks volumes for the soundness of land and cattle enterprise that they have not made one retrograde movement ; since the many millions which in the ordinary course of events would have gone to sustain their improvement, have been kept at home to stave off disaster in other and less steady investments—still have held their own and improved slightly.

(a.) Not subject to Exchange manipulation ;
(b.) an industry well known here ; (c.) impervious to panics ; (d.) Low in price at present.

(3.) An early advance in value is imminent ; the crisis in the American trade is practically over, and the panic which was at one time threatened has been altogether escaped by the marvellous growth in the wealth and financial strength of this country. Under ordinary circumstances investors may now reckon that they have according to ordinary computation at least ten years in which to make money in the States, before the next panic or crisis overtakes them ; indeed, the wonderful development in the wealth of the country would appear to drive such evil days into the furthest possible future.

(e.) An early advance in value imminent and continuous.

An Estimate of the Profits of the Cattle Trade on a Five Year's Basis—where the entire Freehold has been Purchased.

Locality, Northern Texas: herd, one of natural growth, and of good average grade: birth rate computed at 75 calves saved from each 100 cows (stockmen reckon upon saving 90 per cent.).

Classification of Herd as on 1st January 1884.

Cows,	10,000
Heifers—Two years old,	3,350
" One year old (calves of 1883),	3,850
Steers—Four years old,	2,250
" Three years old,	2,850
" Two years old,	3,350
" One year old (calves of 1883),	3,850
Bulls—Well graded,	500
	<hr/> 30,000

Capital Account.

29,500 Good Northern Texas cattle, at \$26 per head,	\$780,000
500 High grade Durham, Hereford or shorthorn bulls, at \$75	37,500
	<hr/> 30,000
200 Horses, at \$60,	12,000
	<hr/> \$829,500
Dwelling houses, outbuildings, corrals, complete ranch equipments, fences enclosing entire pasture,	20,500
260,000 acres of good land, at \$2.50 per acre,	650,000
	<hr/> \$1,500,000
Capital,	\$1,500,000.
One half the amount raised on debenture, at 5%	

Estimated Result at Close of 1884—First Year.

Classification then.*

Cows (1000 sold during the year),	9,000
Heifers—Two years old,	3,350
" One year old—plus 1000 bought,	4,850
Steers—Three years old (Four's, and balance of three's sold),	2,000
" Two years old,	3,350
" One year old,	3,850
Calves, being 75% of the whole 10,000 cows, before those sold were extracted,	7,500
Bulls—plus 50 purchased,	550

34,450 head

* In this calculation it is intended to allow five acres to each animal; on many lands ten would be necessary, but the price per acre would be proportionately less. The above acreage represents both river fronts and rear lands, and the price is therefore an average one.

Sold, 1000 fat cows at \$30,	\$30,000
" 3100 three and four-year-old steers at an average price of \$38 per head,	117,800
" 15,000 Texas cattle purchased in the Spring (money borrowed from the bank), fattened on the range, and sold in the Autumn at a profit (less all expenses of interest, handling, etc.), of \$5 per head,	75,000
	<hr/>
	\$222,800

Less—

- (1.) Total expenses for the year in England and America, reckoned at \$1 (say 4s.) per head of herd per annum (a liberal allowance where the range is fenced). Anglo-American cattle companies show a greater outlay, but the expense on unfenced ranges is materially increased by the number of line-riders it is necessary to keep. Prairie Company's expenses amount to 5s. 1d. per head; the Cattle Rancho and Land to 7s. 8d.; and the Wyoming Company to 5s.; while the Texas Land and Cattle, whose lands are for the greater part fenced, amounts to 4s. 6d. per head per annum, and that sum includes some heavy and exceptional expenses during the last year. A dollar per head provides ample margin in the case of a fenced range and a herd of 30,000 head, . . . \$34,450
- (2.) Loss computed at 3 % on capital (an ample allowance on a fenced range, where there are no strays, and where the cattle are well in hand), 45,000
- (3.) Interest on debentures @ 5 % 37,500
- (4.) Dividend of 10 % on ordinary shares, 75,000
- (5.) Purchase of 1000 thoroughbred yearling heifers, carefully selected, at \$25 each, . . . 25,000
- (6.) Purchase of 50 thoroughbred bulls at \$100, . . . 5,000

\$221,950 First Year
Dividend 10 %;
Increase—
4450 head.

Carry down, . . . \$850

Close of 1885—End of Second Year's Operations.

Cows, including previous year's two-year-old heifers, and deducting 1000 fat cows sold during current year,	11,350
Heifers, two years old,	4,850
Heifers, one year old, moiety of previous year's calves, plus 1000 heifers bought this year,	4,750
Steers, three and four years old,	2,000
Steers, two years old,	3,850
Steers, one year old (moiety of previous year's calves),	3,750
Calves,	9,262
Bulls (sold 50 and bought 100 during year),	600

40,412 head.

	Brought down,	\$850
Sold, 1000 fat cows at \$30,		30,000
" 3850 steers, three and four's, at \$39,		130,650
" 50 old bulls at \$40,		2,000
" 15,000 Texas cattle, bought, grazed, and sold within the year, nett profit \$5 per head,		75,000

238,500

Less—

(1.) Expenses at \$1 per head,	\$40,412
(2.) Loss at 3 % on capital,	45,000
(3.) 5 % on debentures,	37,500
(4.) 10 % on capital,	75,000
(5.) 1000 yearling heifers, thoroughbred at \$30,	30,000
(6.) 100 thoroughbred bulls at \$100,	10,000

237,912

Second Year
Dividend 10%,
increase
10,412 head.

Carry down, \$588

Close of 1886—End of Third Year's Operations.

Cows, plus last year's two-year-old heifers, and minus 1500 fat cows sold during the year,	13,700
Heifers, two years,	4,750
" one year, plus 2000 bought this year,	6,631
Steers, three and four years,	2,000
" two years,	3,750
" one year,	4,631
Calves,	10,650
Bulls (sold 200 and bought 350),	750

46,862

	Brought down,	\$588
Sold, 1500 fat cows at \$30,		45,000
" 3850 steers, three and four's, at \$42,		161,700
" 200 bulls at \$45,		9,000
" 20,000 Texas cattle, bought, grazed, and sold within the year, nett profit \$5,		100,000

\$316,288

Less—

(1.) Expenses at \$1,	\$46,862
(2.) Loss at 4 % on capital (increased as herd grows),	60,000
(3.) Debenture interest at 5 %,	37,500
(4.) 10 % on capital,	75,000
(5.) 2000 yearling heifers, thoroughbreds, at \$30,	60,000
(6.) 350 thoroughbred bulls at \$100,	35,000

\$314,362

Carry forward, \$1,926

Third Year
Dividend 10%,
increase
16,862 head.

Close of 1887—End of Fourth Year's Operations.

Cows—plus previous years, two-year-old heifers, and minus 2000 sold this year,	16,450
Heifers—Two years old,	6,631
" One year old—plus 2500 bought this year,	7,825
Steers—Three and four year olds,	2,000
" Two year olds,	4,631
" One year old,	5,325
Calves,	13,837
Bulls (sold 250, bought 350),	850
	<hr/>
	57,549 head

Brought down,	\$1,926
Sold 2,000 fat cows (good class), at \$35,	70,000
" 3,750 steers, three's and four's, at \$45,	168,750
" 250 bulls, at \$45,	11,250
" 20,000 Texas cattle as in previous year	100,000
	<hr/>
	\$351,926

Less—

(1.) Expenses, at \$1,	\$57,549
(2.) Loss, at 4% on capital,	60,000
(3.) Debenture interest, at 5%	37,500
(4.) Dividend on capital, at 10%,	75,000
(5.) Purchase of 350 thorough- bred bulls, at \$100,	35,000
(6.) Purchase of 2500 thorough- bred yearling heifers, at \$30,	75,000
	<hr/>

340,049

Carry forward, . . . \$11,877

Fourth Year
Dividend 10%
increase
27,549 head.

Close of 1888—End of Fifth Year's Operations.

Cows—plus last years' two-year-old heifers, and minus 2500 sold this year,	20,581
Heifers—Two years old,	7,825
" One year old—plus 3000 bought this year,	9,918
Steers—Three and four years old,	2,000
" Two years old,	5,325
" One year old,	6,919
Calves,	16,910
Bulls (sold 250, bought 500),	1,100
	<hr/>
	70,578

Brought down,	\$11,877
Sold 2,500 fat cows, all good grade, at \$38,	95,000
" 4,631 steers, three's and four's, at \$50 (a large proportion of herd now of the highest grade),	231,550
" 250 bulls, at \$50,	12,500
" 20,000 Texas cattle as in previous years,	100,000
	<hr/>
	450,927

Less—

(1.) Expenses at \$1,	\$70,578
(2.) Loss, at 5% on capital,	75,000
(3.) Debenture interest, at 5%,	37,500
(4.) Dividend on capital, at 10%,	75,000
(5.) Purchase of 500 bulls, at \$100,	50,000
(6.) Purchase of 3000 yearling heifers thorough- breds, at \$30,	90,000
	<hr/>
	398,078
	<hr/>
	\$52,849

Assets.

260,000 acres of freehold land—25% added to each year's value for appreciation—a low estimate of the future when compared with the past three years ; a period, it ought not to be forgotten, of grave commercial crisis,	\$1,976,000
70,578 very highly graded cattle (including 9500 thoroughbred cows and heifers, and 1100 thorough-bred bulls) @ \$35,	2,470,230
Dwelling-houses, out-buildings, corrals, fences, equipments, and total outfit,	53,770
Total,	<u>\$4,500,000</u>

RESULT

Surplus Assets,
in excess of
Capital,
\$13,000,000.

Liabilities.

Capital invested in ranche, &c.,	.	.	.	.	.	\$682,500
Capital invested in stock,	.	.	.	.	.	817,500
						<hr/> 1,500,000
Undivided profits on stock, 5 years	.	.		\$1,652,730		
" " ranche	.	.	.	1,347,270		
				<hr/>		3,000,000
						<hr/> 4,500,000

RESULT.

The Company has paid 10 per cent. annually for the five years of its incorporation, and has earned a bonus at close of that period of 200 per cent. If, instead of dividing this bonus, the Company should elect to leave it in the business, and to continue grading up—not allowing, however, the number of the herd to increase (the range is now quite full up, for the herd, less the calves, numbers 53,000, and the acreage is only 260,000)—a yearly dividend of 100 per cent. on the capital may be looked forward to in the sixth and subsequent years; and this would improve as the cattle become more fully converted to thorough-breds. This result can of course only be attained by leaving the great bulk of the profit in the business for the first few years; but it has been far surpassed by the actual experience of many stockmen who, by skilful attention to their business, *have within three years*

converted their capital into income, while paying 18 per cent. per annum for the loan of it. Nor is this at all exceptional, as the large fortunes made by young men will bear witness. One important feature has been introduced into the foregoing calculation, viz. the purchase, fattening, and sale, within the year, of trail cattle (Texans). This is a very profitable branch of the cattle business, and is followed, where practicable, by the majority of stockmen; and it is no doubt to this rapid turning over of the capital within the year that a large share of the cattlemen's wealth is attributable. Here too skill and judgment have a wider field than in the mere superintending of the increase by natural growth.

Purchase and sale of Trail Cattle profitable.

The estimates made in this calculation are moderate, and the results shown will in all probability be surpassed by one or two of the Anglo-American cattle companies. The birth rate in the calves, taken as 75 per cent., will with care under ordinary conditions, and where the old fat cows are quickly sold off, run from 90 to 95 per cent. in Texas, and this would increase the profit considerably. The price at which the beeves are sold is also low. A steer graded up in the manner shown would be worth, *on the worst market*, 4½ to 5 cents per pound on the hoof (Texans inferior to these have touched at 7 cents). At three years such an animal would weigh 1200 to 1300 pounds—worth at the prices named from \$54 to \$65—nett on the range. If the Company utilised its river lands for growing corn to feed a proportion of its cattle for six months, such cattle would probably gain 300 to 400 pounds in weight, and as corn-fed beasts would be worth 6½ cents per pound—say 1600 pounds at 6½ cents=\$104, at which price the buyer could still make a fair profit in the Eastern market, or in England, after allowing amply for freightage, insurance, &c. It must be recollected steers fed on grass only, lose flesh very considerably during prolonged transit; not so with corn-fed animals, whose “flesh sticks to them”—hence all exported animals must be corn fed.

The foregoing estimate a moderate one.

Corn-fed animals keep their condition during transit.

SOME ADVICE IN THE SELECTION AND PURCHASE OF A CATTLE PROPERTY.

In purchasing a western range and cattle, it is desirable that every ordinary, and even extraordinary, care be taken in investigating the property. It will be better for the honest seller, more satisfactory to the buyer, and more to the advantage of the cattle trade generally. Probably no other business in the world can stand such carelessness in purchasing and in subsequent management, and yet prove an eminently profitable enterprise; and there is this to be said that, without a single exception, every British-American Cattle Company has turned out well. Still if the exercise of the requisite care will ensure still greater results, there is no excuse for its omission. First, then, one would say let those who are about to acquire a property, detach it from every association likely to influence their judgment unduly; and let them investigate as fully as if it was the first property of the kind they had heard of. To a casual observer it would appear as if

The property to be considered independently, and fully investigated.

many Scotch investors relied entirely upon the names of the directors in subscribing to an investment, instead of individually satisfying themselves as to its merits, so far as their opportunities enabled them to do so. Such blind confidence may be highly flattering, but one would imagine directors generally would gladly dispense with it; since revolving time sooner or later must inevitably bring them to its antipodes of unreasoning distrust. Nor will it need any failure in the enterprise to ensure the latter. Every rumour which malice can set afloat, every vicissitude in the affairs of other and totally dissimilar enterprises with which the directors may be associated—even the ebb and flow of their own feelings will influence the shareholders, until, to onlookers, it will appear as if the daily Exchange quotations indicated less the value of the property than the popular estimate of the Director; and it would be difficult to say whether such unreasonable views are more unjust to the property or to the man. The general result, however, is a mistrust which has driven good American properties far below their value. The writer has had some experience of English, Continental, and American directors, and he unhesitatingly says he knows of no body of men, who, as a class, have such high ideas of commercial rectitude, or who bring so much painstaking intelligence to the protection of the interests of their shareholders as Scotch directors; and this, he believes, to be the universal verdict of the world. In this connection it may be said that if cattle ranges were absolutely secured and the cattle known to have been counted, suspicion would have no ground to stand upon, and the intermittent alarms which so incessantly assail the cattle business, and which are so unjust to it, would disappear. To return, however; a primary consideration in buying a ranch is the respectability of the channel through which the property reaches the intending purchaser, and, following that, the reputation of the vendor. Every Western stockman of standing is known at Chicago, St Louis, or Kansas City, since his beeves must be sold at one of these markets. Judicious inquiry made at his point of sale, will establish two facts—the value of his cattle, and the character of the man so far as the salesman knows. Amongst themselves these men are very candid and outspoken, but they are very reticent towards strangers, and especially foreigners, therefore it would be well to obtain this information through a trusted American house familiar with the business.

Having obtained particulars as to the selling price of the beeves, the value of the herd is easily assessable, the

The property,
and not the
Directors, is
what
shareholders
invest in.

High standard
of Scotch
Directors.

Means of
estimating the
quality of
Cattle
property.

only point to be investigated in that connection being the number. All the properties placed in this country have been sold according to the records in the books, or by what is termed "range delivery." This mode of purchase may be accompanied by such guarantees as practically ensure that the purchaser obtains the bulk of the cattle he buys; but a long and close consideration of this point satisfies the writer that no other course but an actual count, head by head, ought to be considered by a British company. The arguments that are advanced against a count, such as the difficulty of getting the cattle together, the injury of re-branding to the cows and calves, &c, &c., have all been fully weighed by the Western stockman, and all things duly considered, he prefers a "count," and so does everyone else who treats the matter in a business-like way. A very reasonable alternative has occasionally been presented, viz., that the vendor, in order to prove the existence of the number he sells, should guarantee the branding of a fixed number of calves for the two seasons following the sale, such as would demonstrate the existence of the cows he claims to have, which in their turn would fix the number of the other denominations in a herd of natural growth. Nothing would at first sight appear more just than such an agreement, more especially when accompanied by a deposit of cash against any possible shortage as demonstrated by the calf-crop. But in actual practice this has not been found to work out well. After the spring round-up the cow-boys brand the cattle where they find them. Who is to check their brandings? Imagine a cold, piercingly cold day, in the high table lands of Wyoming, when the alkali dust gets into one's very brain; or imagine a hot day in Texas when one's horse almost sinks from exhaustion. Imagine once more, a sheltered nook in some protecting canyon and a handy pack of cards and "poker," and it will be understood that the record of the Boss, showing that 50 calves have been branded in the open that day, may, on some exceptional occasions, be received with "deductions." The writer does not impugn the cow-boy's general veracity; on the contrary he thinks him to be one of the most honest and reliable men he ever met, considering how impossible it is to exercise any close surveillance over him in consequence of the vast areas under his control. The difference of opinion as to the result of the two season's brandings will probably end in a law-suit, and therefore, on every ground, it is desirable to count the cattle. As cattle are counted they can be classified, and a correct determination of the numbers of

Objections to
"count" to be
over-ruled.

No substitute
for a "count
worthy of
consideration.

cows and calves, and one's, two's, and three's of both sexes most materially aids in the profitable handling of the herd.

The character
of the Range
all the year
round.

With regard to the range, the cattle must be the best judges of that. If they look in good condition during dry summers and severe winters, their verdict is quite conclusive as to the goodness of the pasture; but, inasmuch as the expert may not be able to receive their unspoken opinions at such periods, it may be well to indicate one or two points worthy of investigation. Ascertain the history of the range *the year round*. The writer has stood astride a Texas stream at which his mustang could barely quench his thirst, and has seen the relics of its last flood in the wisps of grass on the topmost boughs of the cottonwood trees overhead, just sixty feet from the ground—that was the measure of the rivulet's capacity.

Note whether the banks of the rivers are denuded of vegetation to an unusual degree by the constant tramp of cattle coming to drink—because the lesson that would teach to practical eyes is, a deficiency of water at other points on the range during the dry seasons.

Even in the balmy summer, imagine winter with its northers (in Texas), or its snowstorms (in Wyoming and Nebraska), and see what accessible natural shelter there is for the cattle. You see the summer's feed—look for the winter's—if the white and green sage (standing as high as gooseberry bushes) abound on the Wyoming or Nebraska ranges, you will know that, even if the snow should lie for a time on the ground, the cattle are independent of the grass it covers. "God tempers the wind to the shorn lamb," and He provides such shelter—in bluff, and canyon, and scooped out water-courses, and in winter feed—for these Western cattle, as is almost impossible of conception to those accustomed only to the rugged bleakness of this Northern country; but there are nevertheless pastures, which are otherwise good, so destitute of winter shelter as to be absolutely unfit for occupation during that season. Generally, however, the shelter is ample, and the ground, even in the Northern regions less cold than in England. It was mentioned to the writer as a remarkable circumstance that in Wyoming, no sooner did the snow fall than, where it was not blown away, it commenced to melt *from the bottom*, and in a short time the incrustation of ice which formed on the top would be found lying on the ground, its substratum of snow having disappeared.

There are plenty of ranges where the supply of permanent water is sufficient to render any drought harmless

to the herd, and to such ranges as are well clothed, well sheltered, and well watered with permanent rivers, the British purchaser ought to restrict himself.

Cardinal conditions in selecting a Range.

In securing a cattle property no doubt the price is one of the most important factors in the calculation, but there are, nevertheless, circumstances in which its importance may be over-rated. Assuming that a good range possessing the requisites mentioned, could be obtained, with acclimatised cattle of good quality grazing upon it, and counted out by head, one should not be very much disposed to quarrel as to the price paid for the property.

The price not the most important consideration.

Our countrymen start with indignant surprise when it is contended that an American prairie calf is worth more at birth than an English one, and yet such a statement is exceedingly easy of comprehension. The American calf, once cut and branded, makes no demand upon its owner's pocket, or, indeed, attention, save as the representative of a large and certain profit; whereas, the English calf is a source of vast and continuous outlay, from first to last. That the advance in the price of cattle properties will be out of all proportion to the increase in the price of beef goes without saying. The two prices must not be considered in juxtaposition. Cattle properties are now far below their value, and their price will increase, regardless of the price of beef, until they return only a 10, or at the most a 15 %, all told.

The American calf v. the English.

Cattle will go up while beef remains stationary.

The price in Texas, New Mexico, and the South, might to-day be reckoned at \$25 to \$30 per head for good cattle counted out on the range. In Wyoming, Nebraska, etc., \$30 to \$35. Some good properties may even be had for a little less than the last figures, but for a permanent cattle property of good quality, it is scarcely possible to give too much—and every man conversant with the business will support the assertion that, even if the price paid per head amounts to as much as that realised by the fat beeves of the same herd, the buyer is very far from having made any mistake in his transaction. He buys "the capacity of growing rich" even then cheaply; it is from the calves he breeds, and for which he does not pay a high price, that his great future profit comes. At the present time the price throughout the West may be fixed at \$10 to \$12 less per head for the entire herd than the fat cattle nett on the range. Thus, if the latter realise \$40, it would probably cost \$28 to \$30 per head to buy the stock.

Present prices.

THE FAR WEST AS A SOURCE OF SUPPLY FOR STORE CATTLE TO GREAT BRITAIN.

Cattle disease
ABSOLUTELY
unknown in
Wyoming,
Nebraska, and
the West.

The Far West
the proper
nursery for
young Cattle.

The American
Store Cattle
the English
farmer's friend.

At the present time the restrictions imposed by the British Government on the import of live stock from the United States exclude Store Cattle altogether. This is unquestionably a great loss to the British farmer. On the high table lands of Wyoming, Nebraska, Colorado, New Mexico, &c., ranging from 5000 to 7000 feet above sea level, and swept by a perpetual breeze, cattle disease is *absolutely* unknown. There is dampness neither in the grass, the soil, nor the air—even the snow in winter falls in dry feathery dust, which is swept by the wind from the rising ground. A humid atmosphere, a cold damp soil—decaying vegetation and variable climate, combined, form the *fons et origi mali* in the English cattle trade. These conditions, peculiar to this country and Europe, are quite unknown in the Western States and territories referred to. No better nursery for the rearing of young cattle could be imagined; and the natural hardihood of the Western animals would fortify them against the effects of any change in climate or food consequent upon their transportation to England. Let them be fed on their native pasture until they have attained their full size at a minimum of cost. A Northern steer three years old would be worth on the range £10, which price would include cost of corn-feeding him in part for a short period in order to make him retain his condition better during transit. When placed on the cars he would weigh 1400 pounds, and having lost 10 per cent. of his weight in transit he would land in this country weighing 1260 pounds (or 90 stone), and at a total cost to the British farmer of £17, inclusive of freightage, insurance, &c. As that animal steps ashore England owes him two apologies—first, for having so long refused him admittance under an unjust suspicion, and next, for bringing him here at all—to a fever-laden atmosphere, from the healthy breezy plains of far distant Wyoming. One can see him as he lands—a little out of condition, but with a capacity for feeding about him which would gladden the heart of the most sorrow-laden farmer. Let the latter take him to his bosom at once. Four months' good feeding and that steer will kick the beam at 1600 pounds of unsurpassed quality—worth £33.* But kill him as he lands and you kill him at his worst. These American cattle are larger than English beasts—and if they are allowed to run

* See Appendix F.

on the range, until bone and muscle, sinew and fibre are set, until in fact the solid framework is there, the British farmer needs no better subject upon which to expend his great experience in fattening than on the three year old Western steer; and the wealth which it would bring to this country would be very considerable.

American steers developed on the Range, very suitable for fattening in England.

If the British Government fear that contagion may be caught at New York, Boston, Philadelphia, Baltimore, &c., there are other and more Northern routes, entailing still less expense, by which the Eastern cities may be avoided. England has a free breakfast table, and now sighs for an unrestricted dinner table; but the advantage to the careworn and impoverished farmer, to whom the last ten years have been so relentlessly adverse, would be immeasurably greater than to any other section of British society.

Northern routes available if Eastern ports objected to.

Advantage to British farmer.

Great as are the profits of the cattle business to the Western ranchero, they are equalled if not surpassed by those made by the farmer of the middle States who buys from the breeder and fattens for the market. A glance at a map of the United States will show that Wyoming, Nebraska, Dakota, &c., lie at the very door of the great grain-producing States of the North. This represents advantage No. 1 which the American farmer possesses over the British; advantage No. 2 lies in the fact that the latter farmer is prohibited by Government restrictions from tapping that supply of Store Cattle which is the source of such wealth to the Western farmer.

Profits of American farmer.

Home farmer denied equal privileges by Government.

Let the British Government remove its restrictions and the farmers of both countries will be evenly circumstanced, with the result that the supply of *Fat* Cattle from the States would very soon cease. Under the keen competition of American Store Cattle fattened by British farmers, the Illinois farmer would restrict himself to supplying the Eastern markets of the States. An American beast fattened here for four or six months is a very different and superior animal to one killed on landing; and that is one advantage which the American can never wrest from the Briton.

If restrictions removed fat Stock would cease to arrive.

One advantage the Briton monopolises.

That there would be great profit in the removal of such restrictions is evident from the extent to which inferior Canadian cattle are fed by Scotch farmers. Of one thing the British farmer may be certain in this connection—his efforts to remove the oppressive restrictions excluding Store Cattle are viewed with the utmost sympathy and approval by Western stockmen. These latter are quiet, peaceable men, not given to airing their opinions unnecessarily, but it is within the writer's personal knowledge that they think

Canadian Cattle.

American sympathy with British farmer.

No suspicion of
disease existing
in the West,
Stockmen there
consider
Government
restrictions
unreasonable.

Stockmen
would
co-operate.

Texas, having
good seaboard,
could send
Store Cattle
direct; also
from Indian
Territory,
New Mexico,
etc.,

Favourable
opinion of
"Scotsman"
Commissioner.

the action of our Government very unreasonable and unjust in excluding from England Store Cattle reared in districts where disease not only does not exist but where it never has existed. There would, they hold, be some palliation of such action if there was any suspicion of disease, but its absolute non-existence being admitted on all sides, the Government is not justified in maintaining the restriction. These stockmen would most willingly unite with the farmers here in carrying out with care and intelligence any conditions which the Government might attach to a repeal of the existing law; although it is to be hoped that in granting the farmer and stockmen's request there would be no harrassing conditions imposed, such as would create needless friction.

The foregoing remarks with regard to the question of supplying Great Britain with Store Cattle from the more Northern States and Territories may be considered as applying with equal force to Texas, the great Southern cattle State of the Union. There the stockmen feel the injustice of our laws in this respect keenly. With a seaboard of their own, bringing them into direct maritime communication with England from Galveston, there is no necessity for their cattle to pass through eastern cities. They could be shipped direct from the breezy plains of Texas, and even from New Mexico, the Indian Territory, and other more distant points.

The special commissioner of the *Scotsman*, writing from Texas lately, says:—"In this connection I should refer to a point which was strongly urged by influential cattlemen as deserving of attention at home—namely, the question as to the expediency of removing the restrictions on the importation of Texan live cattle into Great Britain. I must confess that the arguments used seemed to me conclusive against the continuance of the arrangement at present in force; but of course I had only one side of the story presented; and I do not profess to be able to judge the matter fully here. I can certify, however, as to the eagerness of the Texan cattlemen to be allowed to prove the benefit to British farmers and consumers which would result in the removal from Texas individually of the restrictions now existing."

Should the British Government remove its embargo on the importation of Stock Cattle, Texas will rise to the occasion with a bound. She has already great herds of highly graded cattle, and throughout the State the quality of the beef is improving year by year, through the aid of blooded

bulls. Soon her meat will be in fullest accord with the requirements of the British markets. Meantime she has a rich pasture and mild climate for breeding purposes, and abundance of maize with which to give the requisite solidity to Store Cattle about to encounter a sea voyage. Texas is from 2000 to 2500 miles distant from New York by rail, and it will readily be understood what a saving will be effected in the prime cost of the cattle to English farmers, when they can be shipped from the port of Galveston direct to Great Britain. Not only is the expense of freightage much less, but the loss of weight in the ten days' journey by rail to the eastern seaboard, and the rough handling are avoided.

Texas well
adapted to the
trade.

The *Scotsman's* special commissioner predicts a great future for the American and especially the Texan dead meat trade with England. And no doubt since the shrinkage in dead meat is so trifling, and the cost of carriage is so much less, these are two very cardinal points in its favour.

In the writer's judgment, however, no man who can obtain fresh beef at a reasonable price will purchase dead meat. He may imagine he likes the latter, the wish being father to the thought, but certainly experts are yet very far from having discovered the means of retaining the vitality in the so-called dead or frozen meat and rendering it palatable to the ordinary taste. The poor in England are every whit as fastidious in their choice of meat as the rich, probably even more so. To the close observer it would appear as if the dead meat trade with America was destined to become of less and less importance, as newer ports were opened, and the great breeding fields of America placed in direct communication with England. To Australia and New Zealand the trade in frozen meat is no doubt of paramount importance; their remoteness from the markets of the world renders it so; and the monopoly ought to be left with them. When the animals on the range are within twelve or fifteen days of England, there is no excuse for presenting them on the British table as dead or refrigerated meat. There are additional reasons for cultivating the live meat trade in Store Cattle, and probably one cannot do better than quote an extract from a very able letter which appeared in the *Times* a few days ago:—"American slaughtered at the sea-port returns his profit to the country whence he was exported. Foster then the trade in live animals and you will kill the American dressed meat trade. It is the dressed meat trade, that while killing

Trade in dead
meat can never
compete with
that in living
animals

Dead meat
trade benefits
the foreigner
only.

the profit of the British farmer, without benefitting the general consumer, enriches only the foreign exporter at the expense of both the railway and the shipping interests.

"Receive and finish the 'raw material' which the West can supply so cheaply, and, apart from the meat profit, England secures also from the farmyard manure the ammoniates in the blood, &c., what she so greatly needs—a cheap natural fertilizer; also the first profit from the hide and tallow."

Strong claims
of British
farmer for
repeal of
existing laws.

It seems to the writer, as a perfectly dispassionate observer of events, that the British farmer has at this juncture very strong claims on the consideration of the English Government. For the first time for ten years one little "rift" in the clouds of his life is visible—the opportunity of purchasing Store Cattle at a cheap rate and making a profit, which now goes into the pocket of the already wealthy Illinois farmer. At the risk of appearing guilty of reiteration the writer would impress upon those responsible for the legislation of this country, that the profits which now swell the gains of men who have already made their "pile"—the farmer-middlemen of the Western and Central States—belong by right to the British farmer.

America
Protects her
farmers, why
should Britain
handicap hers?

America is alert enough to protect its industries by retaliatory measures—witness the "burning" hog question; let England show the same anxiety to protect the interests of its farmers, who represent so large a portion of the natural wealth, and who are becoming so depressed by the vicissitudes of late years as almost to be unfit to compete with the very "live" Western world. The treacherous climate, the cold wet soil, sufficiently handicap the British farmer as against the American without the Government throwing its weight into the other scale. Fair play, and the vigour of the Anglo-Saxon will hold its own against the world; but ensure the fair play.

AMERICA GENERALLY AS A FIELD FOR INVESTMENT.

The higher price of British funds, and the aggregate increase in banking deposits, evidence a gradual withdrawal from certain high-class but deteriorating securities—probably on Lord Derby's principle that, "whatever else is shaky, Government funds are safe." The long-outlived prejudice against American produce was not more unjust than would now be any aversion to America as an outlet

for British capital. But a broad distinction is to be drawn between American corporations and British companies operating in the United States. Of the former there are, beyond doubt, many of the very highest standing, but, unfortunately, a large proportion of these with which the British, and especially the London, market is familiar, have been organised and managed in the most unscrupulous manner; and there have not been wanting unprincipled people on the English side of the Atlantic to aid in foisting comparatively worthless schemes on British investors. The issue of bonds (or debentures) to an extent far beyond the cost of an undertaking could not fail to end disastrously, whether practised in America or Canada. Such practices are as unsparingly condemned by all right-minded Americans and colonists as they would be in this country. While it is true that colossal wealth has as numerous votaries in the States as elsewhere, yet Wall Street and Broadway have many business men who would scorn to be associated with those millionaires whose operations have brought the investments of their country into disrepute, and have frightened from American shores hundreds of millions of English money. These would tell you, if allusion were made to Jay Gould and Vanderbilt, that "they did not belong to that crowd." While the New York Stock Exchange continues to be dominated by two or three millionaires whose vast means can turn the scale which way they will, outside investors will but swell the fold of Jay Gould & Co.'s "lambs."

Rothschild declares the New York Stock Exchange to be the most unknowledgable market in the whole world. What chance, then, has the ordinary British investor? Two at least of America's millionaires have outsoared or outsunk the influence of the press, which has practically ceased to attack them. Mere public opinion counts for nothing with these, so long as the maligned one "keeps the dollars." With a man who, like Jay Gould, has his mind and body sustained by the cold placidity of iced milk, who "never sleeps," who, like Lord Bacon, is "always thinking unto it," and whose joys are strictly within the circle of his own home, the whole world stands at a considerable disadvantage. He presents no point of attack; he has no moments of weakness, this inscrutable man. While he lives and moves, and while Vanderbilt broods over the New York Stock Exchange, it will continue to be, within the circle of their operations, the maelstrom of the ordinary investor; and this, be it said, to the profound regret of the great bulk

A distinction to be drawn between American Companies and British Companies operating in America.

Unscrupulous handling of some American Corporations has brought these investments into disrepute.

Nefarious dealings of a certain set in New York condemned by all honest men there.

New York Stock Exchange "unknowledgable."

Jay Gould.

Canada not
faultless.

of Americans. And Canada has had its "Jay Goulds" also.

Higher
dividends
obtainable in
America with
greater safety.

Values expand
in a young
country.

American
properties not
handicapped by
freightage like
American
goods.

Therefore, it will be understood that what the writer recommends is not the purchase of the stocks of any country, but the careful selection and purchase of *properties* in certain younger countries by British companies. These properties may be land, cattle, dock, railways, or any other form of enterprise; but two conditions appear to us essential—a careful and reliable investigation before purchase, and the absolute control of the property afterwards. Wherever these conditions have been observed, and coupled with average good management, success has been achieved, as is evidenced by the millions of revenue flowing into this country from sound American undertakings. It is unquestionable that a 6 or 7 per cent., and even higher, dividend is obtainable to-day in the States from better security than 4 per cent. in this country. There the growing value of land is continually increasing the margin of security; while here diminishing values and contracting margins are making even the highest class of security hazardous. It requires no optimist to anticipate great future values in land which, purchasable now at 10s. an acre, yields at this moment 5s. per annum in its proportion of beef, and when converted to agriculture will yield from £1 to £10 per acre per annum. The possible expansion in the value of land in a young country is great; not so, however, with regard to an old country. In the latter case past generations have reaped the advantage of improving values, and their fancy prices must inevitably give way before foreign competition. If American flour and general produce, handicapped by heavy freightage, can hold their own in this country, let it be remembered that American properties labour under no such disadvantages: they, unlike her other productions, are sold in this country at the same prices as in the States. There is no use in contending against facts. It would pay many British capitalists better to go out of trade altogether, to "quit" getting up early and sitting up late in the vain endeavour to secure an adequate return on their capital and efforts, and to invest their money in American and Colonial property and take life easy. And such a statement need not offend England's *amour propre*. She is an old country: it is her boast. She is probably the wealthiest country in the world, and is proud of it; nevertheless the conditions inseparable from such a state of affairs are very significant. Her small area is intensely concentrated, every business artery is congested with a

superfluity of capital, while a reluctance to trust her money to foreigners has forced home securities up to a quite fictitious value. What will the result be? This:—Every day is making England more cosmopolitan; soon insular prejudice will entirely disappear, trans-oceanic securities will be considered as dispassionately as English, and will be favoured; consols will drop to their normal figure; real estate will descend to still lower values; and the pent-up stream which has for many years past kept securities at high-water mark will then reach its natural level. And it is, after all, but the New World coming to the relief of the Old, bringing now, as years ago it brought cheaper food to the poor man, to the capitalist the equipoise of greater returns for his investments. Let England join hands in a real whole-souled way with these newer worlds for their mutual benefit, and further by every possible means the participation in their lavish natural productions and the boundless business opportunities of their still only half-developed continent.

Growing centralisation will reduce English values and increase American.

to the advantage of England if she "accepts the situation."

The theories that "money is safest at home," and that "a high rate of interest means a doubtful security," fall into desuetude when it is found that a 4 per cent. home investment means risk, and that an 8 per cent. American security means safety. And the loss to England every day she neglects her opportunity is enormous. Her vast riches have hitherto yielded her commercial supremacy, but America, the in-rushing tide of whose wealth embarrasses the Legislature, and whose banking deposits *lately increased 60 per cent. in two years*, seems disposed already to challenge her claim to be the wealthier country. In investing money in the States, English people are serving themselves, and we will hazard the prediction that the English fortunes of the future will be made in America. It is true millions of money in this country are driven into certain channels, and confined there by stringent trust-deeds; these monies cannot be diverted, and it is very evident that in a few years such trusts will have that class of security all to themselves. Occasionally one hears the remark that America is specially subject to panics. Such is not the case. She has had no panic since 1873; but it is nevertheless true that a young country is subject to sharper financial crises than an older one, just as infancy has greater perils than maturity; but America has outlived that age, and has now reached a period of adolescence when the national body, like the physical, is robust, fairly matured, and, under ordinary circumstances, many points

English fortunes of the future will be made in America.

City
investments
not advocated.

ahead of fate. There is this to be considered, too—the writer is not advocating city investments; he recommends the newer Western or Southern ground, and your banking readers will bear him out when he says panics are, like epidemics, city-born.

The field of
investment.

The field of investment should be selected with as much care as the investment itself, but there are certain cardinal points in such considerations which will serve to guide even the least wary. If a country is firmly established in its government, is released by its location from the intolerable burden of maintaining huge armaments; if it possesses a profitable and increasing commerce, a growing population, and a revenue conspicuously in excess of its expenditure; if, moreover, its laws are such as are approved by all enlightened States; and if all these pre-eminent advantages are combined in a young and still undeveloped country, which has, nevertheless, attained as a State to the calmness of a robust maturity, then, all other things being equal, the investments of such a country (that is the business opportunities which it offers to any one going, cash in hand, to buy) are superior to those of a similar class in an older country, where the limit of expansion is not only reached but passed, where the national engagements are burdensome, and where trade either remains stationary, or but feebly responds to the growth in population.

The relative
merits of the
United States
and the
English
Colonies
to be carefully
considered.

Let the intending investor weigh well the relative advantages of America and the colonies as fields for investment, and let him have the courage of his convictions. It is in the growing values of one or the other, or both, that future wealth for him is to be found, and not in this country. Let him also bear in mind that it is difficult to make a mistake in buying on a rising market, just as it is almost impossible for the wisest to avoid a loss in a falling or even stationary market. No one can say property is improving in this country. If the investor desires to choose between America and the colonies, national sympathy apart, let him determine in his own mind which is at the present time accruing for the State *and the man* greater wealth. If the colonies are ahead, let him cast in his lot with them; but if the stupendous growth in American commerce and in its national and individual wealth is unrivalled in the whole world, and as evident as if the fact were emblazoned on the heavens, then America claims precedence. The *speculator* is not advised; he will do as well, or as badly, in England as anywhere else. It is presumed he only toys with the fringe of his fortune,

and his ventures probably afford him his money's worth in agreeable excitement ; but to the investor the writer would say, most emphatically, like Horace Greely, "Go West, young man!" If he embarks his fortune in American land, the Southern States provide *the* business opportunity of the day, and those who recognise that fact now, and go boldly in, will make a fortune. The writer is familiar with Canada, and knows the States very intimately, and weighing even the richest wheat fields of the North-West with the corn fields and fruit gardens of the South, the balance is all with the latter. Wheat is no doubt good, but corn (maize) is better, and it is not without reason that the American says, "When a man's land won't grow corn he is a long way from home." Besides, climate counts for something. In February 1882, while the writer was sleighing in Montreal in several feet of snow, there was not a single pair of wheels to be seen anywhere. Within ten days, and before the tinkle of the sleigh bells was out of his ears, he was in South-West Texas sleeping in the open air under the peach trees in full blossom. The cattle around him, unfed, uncared for, "rustling" for themselves, were in splendid condition, "round as a log" in Western parlance, and were being sold at \$37 per head net on the range. And at the same time Florida was sending her early consignment of green peas, strawberries, &c., to New York. Every degree of winter warmth which the South has is so much additional wealth, and early produce, be it a fat steer or a basket of strawberries, is all the more valuable for being the first of the season. The natural hardihood of Scotchmen may throw a glamour over ice and snow, but the dollars as well as the comfort lie farther south.

Maize before wheat.

Contrast February in the North, and February in the South.

"Yon deep barque goes, where commerce grows,
From lands of sun to lands of snows ;
This happier one her course doth run
From lands of snows to lands of sun."

At the present time, and so long as current prices prevail, the Western cattle and sheep trade and Florida and Texas agricultural and pastoral lands offer the best business chances. Prices are of course going up, and the value of each of these properties will be at least double in two or three years. With regard to Florida, it is difficult to speak without appearing guilty of exaggeration. The *Times*, in a recent article on "Fruit Culture," mentioned that Florida produces 400 bushels of tomatoes to the acre, and the writer observes the price of tomatoes in Edinburgh is

More profit in Southern lands.

2s. *per lb.* Any one who is familiar with the two countries knows 5 acres of picked land in Florida will yield more income than 500 acres of selected land in Canada, and a healthier and more agreeable life with it. To those investors who propose to work their own capital the writer also—and specially—recommends America. For a calm, placid life—the *otium cum dignitate*—Florida: it is serene, equable, profitable, and eminently reposeful. While it gives abundant sport in lake and forest to the young, it is essentially the home of those who seek a “haven” from the turmoil of life. For a bright, sparkling, bracing existence, the Western plains, where cattle and coffee are “kings.” The life itself is as clean and pure as the air of the high plateaux, which range anywhere from 3000 to 7000 feet above sea level. New York probably consumes, *per capita*, one-tenth of the amount of drink consumed in this country. Out West there is practically no drinking at all, and not a little of the healthy moral tone which characterises Western life is due to the efforts of such staunch ladies as Susan B. Anthony, to whom and her fellow-labourers be all honour.

Florida as a home.

The Western plains preferred for a bright sparkling existence. Healthy, morally and physically.

Educational advantages.

The university endowments in the States are such that in a few years the country will be unrivalled in its educational advantages. But of more value than even these is the lofty tone of manly independence inculcated at the public schools. There is an utter absence of that slavish study of “appearances” which is so painfully conspicuous in England; there is more innate self-respect, which the writer opines to be a truer guide to human excellence. It is a recognition of the spirit, if not the letter, of truest manhood. Therefore as a field for remunerative enterprise for the British corporation, for the individual capitalist, and also as a nursery for the young, the writer recommends the United States as quite unequalled.

United States unequalled as a field for investment.

and as an arena for younger sons.

The United States offer exceptional advantages to small capitalists and to younger sons. Their slender patrimony, properly administered there, would soon result in larger possessions than the inheritance of the heir, and their freehold property would be more valuable. Any younger son can obtain letters of introduction to a good New York or Boston banker, who in turn will furnish him with letters to Western bankers. These latter are sound, reliable men—the “linch-pins” of the West, to borrow the graphic language of a Kansas Senator; and their advice might safely and profitably be followed.

APPENDIX.

A.

EXTRACTS from an Interview with CHARLES GOODNIGHT, the Pioneer of the Panhandle (and perhaps the Chief Authority on Cattle in Texas), as reported in the *Texas Live Stock Journal*.

Q. What has been the average increase of your herd?

A. For three years I have not bought anything, and the herd has gained, say 94 per cent. each of these years, and last year run up to 96 per cent. of calves to the number of cows in the herd. We are really just getting well started in the business. The increase of from 94 to 96 per cent. is from all cows three-year-old and over. The increase of cattle properly managed can be likened to a ball of snow, increasing in size indefinitely; the larger the ball the greater the accumulation.

Increase of
Calves 94 to
96 %.

Q. How about the lasting qualities of the range? Do you think it will soon wear out?

A. Never. There is not the remotest danger. My range is improving. With good management every range will improve. . . .

Q. What has been your loss from death, theft, &c., each year?

A. It has been very small, less than you would believe. Virtually we do not lose any worth taking account of. Can hear of a chance one away from home. Never had any cattle to die to amount to any thing. Think, in fact, that we do not lose more than from $1\frac{1}{2}$ to 2 per cent. from all causes. We keep an accurate account of all stock on the range, of the cattle bought, the calves branded, &c., and can tell exactly what our loss is from our books. We don't lose the cattle or they would not be there, as the records show them to be. . . .

Loss— $1\frac{1}{2}$ to 2 %

Q. Could you make much improvement on your steers by maturing them in Wyoming?

A. In a few years there will be nothing to sell in the Panhandle. Will breed there and arrange to have our steers matured in Wyoming or one of the territories to the North. Cattle will not fluctuate so much. We will have our stock fed up

South will
utilise the
North more and
more for
fattening.

cattle will
increase in
price until they
reach \$50 to
\$60.

there. Will probably have regular arrangements with stockmen in those territories to do this. Prices will in consequence settle down, so they will run pretty much the same every year. When cattle settle down they will be worth about \$50 to \$60 for cows and calves. These cattle will have to go up as certain as there is a God in heaven until there is not more than a safe 15 per cent. in the business. Eastern men will always be willing to invest as long as they can make such a profit as 15 per cent., and they are sure to do it in a short time. Western cattlemen will not work for 15 per cent. We have always had more, but the Eastern capitalist is only too glad to get that interest on his money. I think the thing will simmer down until it leaves only about 15 per cent. To do this cattle will have to advance. . . .

Q. Do you ever have any trouble with the fire burning off your grass?

A. None whatever. We don't let it. Fire guards are ploughed and burned, taking in different sections of the range, and taking advantage of natural fire guards, such as streams and roads. No fire could start in my range that could do material damage. . . .

Q. Do you think the range in Northwest Texas is overstocked?

A. Taking the northwest part of the State all over, it is stocked pretty well up to its capacity. It won't hold the increase for five years. If the steer cattle are matured in the North, it will hold the increase without difficulty, but otherwise it will not do so. By boring wells great quantities of land can yet be utilized now lying idle.

B.

At the January (1884) Session of the Texas Land Board, having in charge the matter of the Common School Lands, it was stated that the total amount of sales approved at that, the first Session of the year, amounted to 1,240,812 acres, at prices ranging from \$2 to \$3.23 per acre; the average being \$2.13 $\frac{1}{2}$. The leases approved at same Session covered 807,040, at prices ranging from 4 to 6 $\frac{1}{2}$ cents per acre, the average being 4 $\frac{1}{10}$ cents.

These lands are in alternate sections, and are in consequence less valuable than solid blocks, and, in addition, school lands are for the most part dry lands.

North-west
Texas stocked
almost to its
capacity.

Average price
for Texas
school lands
nearly all
dry "A", 1884,
2.13 $\frac{1}{2}$.

C.

THE MATADOR LAND AND CATTLE COMPANY, LIMITED,

In their report now to hand show (1) a cash dividend of 8 per cent for the year; (2) a growth in the value of the herd equal to a further 25 per cent.; and (3) an increase in the value of their lands equivalent (in the writer's judgment) to an additional 19 per cent., or 52 per cent. in all. The increase in the herd applies nominally to a period of fourteen months, but as one-third of the herd was bought sometime subsequent to the Company's formation the increase may safely be computed throughout as being for the year.

Matador Co.'s Profits for 1883:—	
Cash,	. 8
Increase,	. 25
Land,	. 19
Total,	. 52

The increase in the value of the lands is reckoned at 50 cents per acre, a very low estimate.

Expenses in America and Scotland £10,498 = say \$52,490,
or 2s 10d. per head of herd for the year.

D.

LETTER to the *Courant* from Col. H. L. BENTLEY, late Editor
of the *Texas Live Stock Journal*.

"I believe I know all the cattle-men of 'Texas and their properties, and I don't know of one of them who is dissatisfied with the business or who wishes to get out of it because there is not enough money in it. It is a mistake to suppose that Northern and Eastern capitalists in the United States are not investing largely in American cattle and lands. In Texas, I happen to know many of such men have recently been investing largely, and it is a significant fact that in every instance where one such man has put his money in Texas land and cattle he has been instrumental in inducing his neighbours and friends to 'follow suit.' In my own county of Tom Green, fully one-half of the largest cattle, sheep, and land-owners are Northern and Southern men. I apprehend there are too many sensible men in this country and the United States to make it at all probable that we are going to war against each other in a hurry and for a trifle. The fact is, on our side a war with Great Britain is about the last thing we want, and we are going to severely 'sit down on' any man or men who shall intimate the probability of such a state of things. But even if such a state of things was possible or probable, it would not endanger the property of British subjects in the United States. As stated by Messrs. Tait, Denman, and Company, 'the right of sanctuary for an alien's property is admitted by

Northern and
Eastern, as we
as Texas,
capitalists
investing
largely in
Cattle.

A war with
England the
last thing
wanted.

allens' property
always
expected.

every civilised State in the world,' and no country more clearly or more practically recognises this principle than my own. We will cheerfully welcome any and all foreigners who may come to us to help us to develop our great resources, and we will undertake to guarantee that the capital of such foreigners invested with us shall be quite as much respected, either in peace or in war, as that of those 'to the manner born.'"

E.

THE TEXAS LAND AND CATTLE COMPANY,

Texas Land
and Cattle Co.'s
profits for
1883:—
Cash, . 15 %
Increase, 25 %
and, . 15 %
Total, . 55 %

In addition to dividing a sum equal to 15% in cash, show an increase in herd, from natural causes, worth, in the writer's judgment, and at current rates, £57,405, equal to a further 25%. The land, averaging \$1.54 in price, must be credited with an appreciation of at least 50 cents. per acre for the year, or a gain of £35,200, equivalent to an additional 15%. The dividend earned, and the general growth in value, represent therefore 55% *for the year.*

F.

EXTRACT from LETTER of Messrs JOHN SWAN & SONS, the most extensive Cattle Salesmen in Scotland.

37 LAURISTON PLACE,
EDINBURGH, 16th February 1884.

J. S. TAIT, ESQ., 5 QUEEN STREET.

DEAR SIR,— . . . We are in a position to speak with some authority upon the arguments you advance in regard to the benefit likely to accrue to cattle feeders here, and to the landed interest generally, if the importation of healthy cattle from the States was permitted for fattening purposes.

Recent bad seasons have left farmers little else to depend upon, in payment of their rents, than the yield of profit derived from cattle and sheep. The production of the "raw material" in the shape of young cattle is altogether inadequate for the requirements of arable farmers; and, assuming that a guarantee can be given, that cattle free from disease and adapted for feeding, can be sent from the Western States to Great Britain, that, in our opinion, would be the greatest boon America could confer upon this country. We have checked your calculations as to cost of transit, loss of weight, and accept your estimate of original cost of the animal. We refer you to our Market Report in to-day's papers, in which we mention, as a matter of fact, that Store Cattle

some supply
young cattle
adequate.

healthy Store
cattle
America's
greatest boon
England.

Messrs Swan
confirm the
author's
views.

here, to meet the present price of beef, cost 20 per cent over value. It has been argued that, were farmers to breed more they would be better paid; but, on the other hand, were this done generally, the production of home-fed beef would be lessened to the extent of at least two-thirds on account of those adopting this system keeping herds of cows, and rearing their calves until available for the fat market.

We tested the results of feeding Canadian cattle last year, by order of Mr Logan of Birkenside, one of the most practical farmers in Berwickshire, and an extensive breeder and feeder. We sent him, on 11th October 1882, 3 Canadian cattle, live weight $32\frac{3}{4}$ cwt., cost £64, 5s., or 39s. 2½d. per cwt. live weight; and also 3 bullocks, live weight $31\frac{1}{2}$ cwt., costing £61, 15s., or 39s. 2½d. per cwt. These 6 cattle were bought at auction, and again sold by auction on February 6, 1883. The first 3 made £105, or 48s. 8d. per cwt. live weight, and gained in weight 10 cwt., 1 qr., 14 lbs., leaving £40, 15s. for keep; the second 3 made £101, or 51s. per cwt. live weight, the gain in weight being 8 cwt., 11 lbs., in money £39, 5s. (or 51s. per cwt. live weight.) Mr Logan has sent these cattle from us to test the difference in feeding on sliced and pulped turnips.

Last autumn (1883) we sold thousands of Canadian cattle to farmers, and we think the results will prove, in nearly every case, more remunerative than those obtained from feeding home stock. We maintain that cattle landed from America and Canada are the healthiest in existence. In all our experience we have only seen one cargo of cattle suffering from foot-and-mouth disease landed at Glasgow; and in our intercourse with the farmers, who have to depend upon purchasing lean cattle, there is a growing feeling in favour of the admission of healthy animals, adapted for feeding purposes from the States.

It is absurd to suppose that disease in some shape or form will cease to exist amongst the animal, more than in the human, race.

Considering the vast extent of each State in America, the vigilance exercised, and the precautions adopted by the American Government, we cannot see the slightest risk by American cattle being permitted to go inland on this side—but the contrary.—

Yours truly,

JOHN SWAN & SONS.

NOTE BY THE AUTHOR.

Average result per head.—Lot 1 averaged at outset 1223 lbs., and in 4 months, less 5 days, gained 387 lbs. in weight—its ultimate price of £35 showing a gross profit of £13, 11s. 8d. Lot 2 averaged 1176 lbs., gained 302 lbs., realised £33, 13s. 4d.—gross profit, £13, 1s. 8d. These Canadian cattle averaged £21 in cost. American of equal or superior quality could be supplied at £4 per head less.

Excessive price of British Store Cattle.

A further general development of the English Store trade hurtful to supply of fat cattle.

Messrs Swan's experience in turnip-feeding 6 Canadian cattle for 118 days; average gain in weight 3 cwt. 8 lbs.

North American cattle more remunerative; the healthiest in existence; and in growing favour with farmers.

Not the slightest risk in the supply of American Store Cattle to this country.

Messrs Swan's experiment—gross profit per head, £13, 11s. 8d. American cattle cheaper than Canadian.

